



Capraška 1  
10000 Zagreb

**Home Member State:** Croatia

**LEI:** 747800000R8ZVGJJO27

**ISIN:** HRMDKARA0000

**TICKER:** MDKA-R-A

**Regulated market segment:** Zagreb Stock Exchange – Official market

Zagreb, May 17, 2021

**SUBJECT –ANNUAL REPORT FOR 2020 TOGETHER WITH THE DECISION ON  
THE ADOPTION OF THE FINANCIAL STATEMENTS FOR MEDIKA GROUP**

Pursuant to provisions of the Capital market law, Medika d.d, with registered office in Zagreb, Capraška 1, OIB (Personal Identification Number): 94818858923, hereby publishes an annual audited report for Medika Group for 2020 together with the decision on the adoption of the Financial Reports of Medika Group for period January- December 2020.

Medika d.d.

**MEDIKA d.d. and its subsidiaries**

**ANNUAL REPORT  
TOGETHER WITH AUDITORS' REPORT  
for the year ended 31 December 2020**

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## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT**

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In 2020, the Medika Group (the "Group") generated a consolidated revenue in the amount of HRK 3,989,597 thousand, HRK 342,596 thousand more than the prior year's figure. The consolidated operating profit amounts to HRK 97,251 thousand, which is by HRK 4,381 thousand higher than the prior year's figure.

The consolidated profit before tax amounts to HRK 93,762 thousand, and the consolidated net profit amounts to HRK 76,874 thousand, which is HRK 4,094 thousand more than the 2019 figure.

By analysing the individual operating segments (note 6 to the financial statements), 49.3% of the total consolidated revenue was generated by pharmacies (2019: 47.7%), of which 11.2% by own pharmacies (2019: 10.9%). At the same time, 36.3% of the total consolidated revenue was generated from hospitals (2019: 37.0%).

Total consolidated assets amount to HRK 2,592,463 thousand, representing an increase of 10.8% from the prior year. The amount of consolidated non-current assets increased by 7.2% from the prior year, which was affected by the reclassification on investment in the associated company Primus nekretnine d.o.o. from the category of assets held for sale to the category of investments in subsidiaries. The amount of current assets increased by 11.6%. The consolidated current assets account for 81.1% of the total assets. Trade and other receivables represent the most significant item of the total consolidated assets and are increased by 14.7% from the prior year.

The total consolidated loan debt amounts to HRK 293,426 thousand, comprising of short-term loans (note 27). The Company on 31 December 2020 has no long-term loans.

The equity-to-assets ratio is 21%, showing that the Group finances 21% of its total assets from own sources.

The consolidated performance is presented in the statement of comprehensive income on page 39 of the financial statements.

#### **Expected future development of the Group**

The Company will maintain the distribution of medicinal products and medical devices as its principal activity and boost the operations involving those products that constitute the Company's core business.

Zdravstvene ustanove Ljekarne Prima Pharne has a strategy to expand its pharmacy network all over the territory of the Republic of Croatia.

#### **Treasury shares**

At 31 December 2020, Medika d.d. held 2,940 shares, which represents 9.74% of the total amount of shares. The nominal value per share amounts to HRK 6,930.



## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **Subsidiaries and associates**

The Company is the whole owner of its subsidiaries Zdravstvena ustanova (ZU) Ljekarne Prima Pharne and Primus nekretnine d.o.o. In 2019, the Company entered into a contract with the buyer for the transfer of a business interest in the subsidiary Primus nekretnine d.o.o. and the asset is reclassified to the assets held for sale. In 2020 the contract was terminated and the investment was reclassified back to investments in subsidiaries.

ZU Ljekarne Prima Pharne has the following fully owned subsidiaries: ZU Ljekarne Delonga, ZU Ljekarne Ines Škoko, ZU Ljekarnu Pirović and Privatnu ljekarnu Zrinka Kujundžić Bubalo; it also has an associate, ZU Ljekarne Jagatić, in which it holds a share of 49%.

#### **Related parties**

The Company with the majority of voting rights, i.e. the parent company Auctor d.o.o., holds an ownership interest of 42.41%, i.e. 46.99% voting shares. In the course of the financial restructuring of Auctor d.o.o., during 2019, there was a transfer of ownership of Auctor d.o.o. to Auctor Holding a.s. this led to an indirect change in the ownership of the Company's shares.

Pliva Hrvatska d.o.o., Zagreb, has an ownership interest of 25.32% and 28.05% of the voting rights in the Company.

#### **Risks**

##### *Credit risk*

The most significant market risk for the Group is the long collection period for trade receivables, especially those HZZO (Croatian State Health Insurance) and HZZO related receivables. Therefore, a significant amount of working capital of the Group has been immobilized, which significantly affects the cash flow and the Group's ability to timely settle its own liabilities. As the receivables represent, directly or indirectly, amounts owed by state institutions, their collection should not be regarded as probable of default risk. This indirectly increases the need for additional funding, which means additional business costs.

Credit risk arises primarily from trade receivables. The risk is higher when dealing with privately owned pharmacies. Hospitals, on the other hand, have extended collection periods, but there is no risk of non-settlement.

##### *Price risk*

A continuing decrease in the prices of prescription medicinal products on the HZZO list and the HZZO administrative approach in determining the prices and margins represents another risk of the Group. To lower this risk, the Group has focused on expanding the lines of products that are not limited by law in respect of the price of the product.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**Risks (continued)**

*Foreign exchange risk*

Foreign exchange (currency) risk is a significant financial risk. The Group generates most of its revenue on the domestic market and in Croatian kuna (HRK). However, purchases are partly made on foreign markets, which gives rise to the risk of exposure to changes in foreign exchange rates mostly against the euro. All loans are kuna-denominated; hence, there is no exposure to foreign exchange risk.

*Interest rate risk*

The Group's interest rate risk arises from its short-term and long-term borrowings at variable rates, which expose the Group to cash-flow interest rate risk. Fixed-rate borrowings expose the Group to the interest-rate fair value risk. The Group does not use derivative instruments to actively hedge its cash flow and fair value interest rate risk exposure.

A part of the Group's assets is interest-bearing, as a result of which its revenue and operating cash flows depend on fluctuations in market interest rates.

*Risk related to Covid-19*

The pandemic caused by the Covid-19 virus that appeared in the Republic of Croatia in March 2020, did not have a significant impact on the company's operations and Medika d.d. did not use any aid provided by the Republic of Croatia to companies whose business was affected by the pandemic.

## **CORPORATE GOVERNANCE STATEMENT**

As an entity listed on the official market of the Zagreb Stock Exchange, Medika d.d. applies the Corporate Governance Code of the CFSSA (Croatian Financial Services Supervisory Agency) and the Zagreb Stock Exchange, which is published on the website of the Zagreb Stock Exchange.

The key components of the internal control and risk management system in the area of financial reporting include the following:

- an appropriate organisational structure at all levels, with appropriate segregation of duties and defined levels of powers;
- internal controls integrated into business processes and activities;
- a comprehensive set of accounting policies and procedures governing the preparation of annual report in accordance with International Accounting Standards and International Financial Reporting Standards adopted by the European Union.

The Company is not involved in any mutual-shareholding relationship with other companies, it has no securities with special rights or securities with restriction to vote.

### *Corporate governance*

Medika is Croatian joint-stock company based on the dualistic governance model and its governing bodies are the following:

- General Assembly
- Supervisory Board
- Management Board.

### General Assembly

The General Assembly decides in the matters specified by the law and the Company's Statute which it also adopts, as well as decides on the use of the profit, on the increase and decrease of share capital, election and revocation of the Supervisory Board members, it provides note of release to the members of the Management and the Supervisory Board, appoints the external auditor and performs other duties in accordance with the law and the Company's Statute.

### Supervisory Board

The Supervisory Board oversees the management of the Company's affairs. To this end, it reviews and examines the business records, accounts and documentation of the Company. The Supervisory Board appoints members of the Management Board and provides its consent with certain Management Board decisions, such as strategic plans, business plans, financial statements and major investments. The Supervisory Board submits its report on the supervision over the management of the Company's affairs to the General Assembly to which it also presents decision proposals for adoption. The Supervisory Board consists of seven members. As a general rule, regular Supervisory Board meetings are held quarterly. The Supervisory Board may decide on matters, i.e. cast vote by telephone. The term of office of the Supervisory Board members is governed by the Company's statute and expires at the closing of the General Assembly meeting in which approvals of action are granted for the third business year following, but excluding, the year of election.

The members of the Supervisory Board are as follows: Mrs Ružica Vadić, Chairwoman, Mr Damjan Možina, Vice Chairman; Members: Mr Mihael Furjan, Mr Oleg Uskoković, Mrs Gracijela Balaban, Mr Josef Pilka and Mr Jozef Harviš.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**CORPORATE GOVERNANCE STATEMENT (continued)**

Management Board

The Management Board defines business plans and controls the implementation, co-ordinates the activities of individual organisational units of the Company and their alignment with the current requirements and business plans, reports to the Supervisory Board about the operational developments and activities, profitability and efficiency, significant transactions and events as well as other matters specified in the Statute.

The Management Board of Medika has three members: Mr Jasminko Herceg, President of management Board, Mr Matko Galeković, Member of management Board and Mr Jakov Jaki Radošević, Member of management Board, which represent the Company and managing its affairs solely.

Audit Committee

The Audit Committee has been established by decision of the Supervisory Board. The activities of the Audit Committee are governed by the Companies Act, the Accounting Act and other regulations. The term of office of the Audit Committee members coincides with the term of office for the Supervisory Board.

The Audit Committee consists of the following members: Mrs Ružica Vadić, Chairwoman, Mr Oleg Uskoković and Mr Dalibor Briški.

## MEDIKA d.d. and its subsidiaries

### MANAGEMENT REPORT (continued)

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#### NON-FINANCIAL REPORT

Non-financial report was prepared according to the Guidelines for reporting on non-financial information of the European Commission.

#### Business Description of the Medika Group

Medika d.d. (hereinafter “Medika” or “the Company”), established in 1922, is the oldest and leading wholesaler in Croatia, whose primary activity is the sale and storage and also the distribution of human and veterinary drugs, medical products, equipment and dental supplies, dietetic, cosmetic, hygienic and other products intended for the healthcare market.

The Company supplies pharmacies, healthcare facilities, hospitals, health centres, outpatient facilities, doctors' offices, wholesalers and specialized stores with the widest range of products.

The Company owns 100% shares in Zdravstvena ustanova (ZU) Ljekarne Prima Pharme and in the company Primus nekretnine d.o.o.

ZU Ljekarne Prima Pharme has the following fully owned subsidiaries: ZU Ljekarne Delonga, ZU Ljekarne Ines Škoko, ZU Ljekarnu Pirović and Privatnu ljekarnu Zrinka Kujundžić Bubalo; it also has an associate, ZU Ljekarne Jagatić, in which it holds a share of 49%.

## Medika Group

Medika owns 100 % of stake in the **PrimaPharma** pharmacies, which hold:



The Medika Group makes sales revenue through wholesale and retail channels, which are further detailed below. The wholesale sales revenue is made in the Company, and the retail sales revenue through the Prima Pharme Group.

## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **NON-FINANCIAL REPORT (continued)**

##### **Wholesale**

Within the wholesale channel, Medika's customers are divided into several following segments:

- pharmacies
- hospitals
- other (health centres, polyclinics, dental clinics and polyclinics, veterinary clinics and farms, other wholesalers).

Financial segment information can be found in note 6 of these financial statements.

##### Wholesale Sales Programme

In its sales programme, Medika holds a wide range of products divided into several lines of products described below.

##### *Pharmaceutics*

Pharmaceutics represents a large part of the Company's operating income and offers the widest range of pharmaceutical products either from domestic or foreign manufacturers. Thanks to this, to our customers are available the medicinal products that are present on the European and world market.

As a part of its pharmaceutical sales programme, Medika ensures the urgent supply and import of medicinal products implies the supply and import of otherwise unlicensed medicinal products in the Republic of Croatia.

The regulatory compliance for urgent supply and import of medicinal products is issued by the Agency for Medicinal Products and Medical Devices of Croatia (HALMED) in cases of medically justified urgency, protection of human health, research necessity, clinical trials, pre-clinical development, in cases of natural disasters or other urgent states, as well as for urgent cases of individual treatment using a medicinal product prescribed by a physician or a dentist administering the treatment.

Medika continually monitors the news and trends in medicine and pharmacy and, through cooperation with pharmaceutical suppliers and manufacturers, expands its portfolio of medicines thus enabling the presence and distribution on the Croatian market of the latest medicines and therapeutic systems such as immune drugs, biologicals, rare medicines disease (Orphan drugs) and gene therapies (aka ATMPs - Advanced Therapy Medicinal Products).

##### *Medicinal Products and Special Products*

Medical Products are one of the most comprehensive sales programs of the Company. The range of different programs entails clinical and laboratory diagnostics, hemodialysis, interventional cardiology and radiology, ophthalmology, neurosurgery, traumatology, orthopedics, medical supplies, bandages and sanitary supplies, disinfection materials and supplies and other medical programs. Along with the constant monitoring of the offer, the rule is that the products must satisfy the highest criteria of modern medicine.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Wholesale (continued)**

*Dietetics and cosmetics*

Dietetics and cosmetics include a wide range of products, primarily non-prescription drugs, cosmetics, consumer goods, high quality dietetics and dermatological cosmetics.

*Dental Department*

Within this sales programme, the Company is one of the largest distributors of equipment, medicinal products and materials for dental and prosthodontic activity.

Ongoing professional education of employees forms an integral part of the development strategy of this programme. Knowledge of the new products and programs and mastering innovative skills for the employees of the Company facilitates the daily sales. In this way, better information to end-users is provided in their everyday practice, in terms of new professional techniques and technologies.

*Veterinary*

Wide range of sales programs of the Company is reflected in the offer products of all domestic and foreign manufacturers.

This program's customers comprise veterinary offices and clinics, farms and veterinary pharmacies and other businesses subjects registered for the sale of veterinary medicines and veterinary activities.

Imported products registered for the domestic market are available in the procurement and sales offices of the Company, including the emergency import of veterinary drugs for end-users.

**Logistics**

Storage, goods manipulation and distribution services to customers are the primary activity of Medika, where Medika continuously invest in new technologies and work processes.

The total storage spaces are 18,550 m<sup>2</sup>. Zagreb Logistics Centre is a place where the decisions on the procurement and distribution are made, while in modern structured distribution and storage centres in Osijek, Rijeka and Split organize storage and distribution.

## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **NON-FINANCIAL REPORT (continued)**

##### **Retail**

Sales in the retail channel takes place through the operations of 86 Prima Pharne Group pharmacies.

Pharmacy activity provides the supply and manufacture of medicines and the supply of medical products to citizens, health care institutions and other legal entities as well as to the private health practitioners. The supply of drugs and medical products implies the medicinal products retail. In addition to the supply of drugs and medical products, the pharmacy activity includes the supply of homeopathic products, the supply of baby food and dietary products, the supply of cosmetic and other health care products which are regulated by the General Act of the Croatian Chamber of Pharmacists and counselling regarding the prescribing i.e. proper application of medicines, medical, homeopathic and dietary products.

##### **Business environment and competition**

In the wholesale trade of medicinal products and medical devices, the four largest companies have the largest market share (Phoenix Farmacija, Medika, Medical Intertrade and Oktal Pharma). Medika Group is distinguished by the size of its market share, the wide range of the sales programme and by the largest network of pharmacies in the country.

The long period of collection of receivables from customers, especially in the part referring to customers within the HZZO system (Croatian Health Insurance Fund) has a significant impact on the operations of companies in the wholesale trade of medicinal products and medical devices. Therefore, a significant amount of working capital of the Group has been immobilized, which significantly affects the cash flow and the Group's ability to timely settle its own liabilities. As the receivables represent, directly or indirectly, amounts owed by state institutions, their collection should not be regarded as probable of default risk. However, this is reflected through additional funding requirements and with it additional operating expenses.

The political environment also significantly influences the operations of wholesalers. Announced reforms of the health system in the future, which would result in changes to the system and the model of health insurance and changes in their funding, could have a positive impact on the collection of receivables.

Pharmacy activity is carried out within the primary health care network in accordance with a separate law (the demographic and geographic criteria) in pharmacies and pharmacy depots. The abolition of defined criteria for opening of pharmacies would significantly affect the expansion of the pharmacy network. Due to legal constraints, the expansion of the pharmacy network can only be achieved through acquisitions, which is also one of the strategic goals of the Medika Group.



## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **NON-FINANCIAL REPORT (continued)**

##### **Business environment and competition (continued)**

Strategic business goals:

- One of the most important goals is to build an employee-based system as a source of competitive advantage for the Group, and through employee education and motivation, ensure employee development and strengthen the corporate culture.
- Although Medika is a market leader, it is certainly very important to strengthen existing market position and remain a market leader.
- Vertical integration or expansion of our own sales network remains an imperative for the overall development of the Medika Group and one of its strategic goals. By increasing the number of quality pharmacies in its ownership, the Medika Group increases its market potential and therefore the overall value of the Group companies.
- Improvement of infrastructure and internal processes is one of the most important goals in the Group's continued operations, due to the continuous annual growth in the number of items the Group has in its range and the increase in the number of items issued. Enterprise growth must be accompanied by the development and improvement of infrastructure and internal processes.
- In order to maintain its leadership position, the Group urgently needs to work on the development of new services, which will not only lead to an increase in total revenues, which directly results in the improvement of business relations and the strengthening of business ties with its partners.

##### **Medika Group and customer relationship**

###### *Medika d.d. and customer relationship*

In its everyday activities, the Company tries to understand the current and anticipate the future needs of customers and business partners, and meet their demands in a timely manner. The focus on the customers is demonstrated throughout the activities, which all represents an added value to the core business.

###### a) Promotional activities

The main goal of promotional activities is to position the company in a business environment:

- Informing users in all available ways (telephone sales, web sites, e-mail, personal contact)
- Supporting users in using the Company's services by providing quality as a priority goal,
- Providing additional services and contents in order to bring our customers closer to some new skills and tools they can use in their business,
- Monitoring, measuring and constantly improving customer satisfaction levels is a fundamental reflection of service quality.

Cooperation with the Croatian Chamber of Pharmacists and the Croatian Pharmaceutical Society, has been taking place through projects in which Medika has been actively involved, among other, by the engagement of its employees.

Cooperation with the Croatian Chamber of Dental Medicine has resulted in the Company's participation in all professional conferences, in their organization and publishing ads and promotional articles in professional journals published by the Chamber.

## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **NON-FINANCIAL REPORT (continued)**

##### **Medika Group and customer relationship (continued)**

In its public announcements, Medika has been directed to the professional public, and therefore the publication of advertisements has been related to professional publications, such as the Croatian Chamber of Pharmacists' Journal, the Pharmaceutical Journal of the Croatian Pharmaceutical Society, and the Pharmabiz – Professional Journal for Medicinal Products and Medical Devices.

The web sites of Medika have been primarily designed for the professional public and they have been representing the main activity of the Company, and all events that provide added value to the customers have been announced there.

##### **b) Education**

The Company pays particular attention to informing its partners and customers about new health system programs. By presentations and visits to customers, the competent and professional staff have been informing current and potential customers about both standard and new products.

Education for pharmacists, dentists and veterinarians represents an additional value to our primary activity by which we have been bringing them closer to the news from the profession and exchanging business experiences.

##### *Prima Pharmer Group and relationship with patients*

One of the most important strategic goals of Prima Pharma is to ensure that patients have access to pharmacy services at all times. A system of internal education has been established, in order for the available service to be in line with the requirements of modern pharmacy, successfully respond to the needs of patients and with all its specifics, and standardized at the level of all branches throughout the Republic of Croatia.

The content is taken care of by the Council for Education and Professional Development, which operates through an educational team divided into a team for public health actions and digital media, team for phytopharmacy and diet therapy and a team of specialists in special branches of pharmacy, most of whom are our clinical pharmacists. Counselling on the proper use of medicine has developed protocols and materials that prescribe how to advise each patient on the use of prescribed medicine, monitoring the parameters to achieve therapeutic goals and changes in life habits crucial in disease control.

Some pharmacies are profiled through the education system as counselling pharmacies in the field of special needs of the population as well as established cooperation with partners and doctors, and colleagues by continuous investment in knowledge develop into experts available to patients and other colleagues in the institution.

In accordance with the continuous investment in professional and personal development of Prima Pharma Group employees, the Institution invests in professional competencies of employees through internal and external development-educational programs (university postgraduate specialist study of Clinical Pharmacy, Phytoaromatherapy program, professional meetings, congresses, conferences and seminars, young talent development, Sales Academy).

## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **NON-FINANCIAL REPORT (continued)**

##### **Medika Group and supplier relationship**

The cooperation with suppliers of trade goods, materials or services is contracted based on the received offers, suppliers' documentations and assessments made.

Medika Group supplies the following goods:

- Trade goods – products the Medika Group supplies and unmodified forwards to its customers, i.e. sells to final customers in pharmacies. They refer to drugs, medical products, veterinary-medical products, animal feed, veterinary tools, active substances, cosmetics, food supplements, general purpose objects, dangerous chemicals, biocides, baby food and equipment;
- Materials / equipment / systems (MOS) – suppliers' product, which Medika Group supplies and uses for product realisation (drugs equipment materials, equipment, computer programmes, vehicles, systems etc.);
- Services – products the Medika Group supplies as process or product support (for example, cleaning services, lease etc.).

The assessment process for trade goods suppliers (evaluation, tracking deadlines, compiling a list of suppliers according to their status) has been established within the SAP computer system.

##### **Risk management**

Compliance with the policy and achieving the objectives is an obligation of the Management Board and of all employees, and it is a measure of the quality of our business. The aim of risk management is to provide the company Medika d.d. business within the limits of acceptable risk and to prevent the occurrence of unacceptable risks for:

- patients (indirect customer users)
- suppliers
- employees
- customers
- shareholders (owners)
- the social community
- environment.

Regulatory Risk Management Requirements:

- Good Practice in Wholesale Medication (DDP) / Good Manufacturing Practice (DPP); ISO 9001:2015; ISO 14001:2015; ISO 50001:2011
- Risk management is part of the quality system, with the active involvement of the management staff as well as the accompanying services;
- Risk management in medicinal product quality throughout the life cycle of the medicinal product (including DPP);
- Planning - providing expected results, effectiveness, prevention and reduction of unwanted effects, achieving improvements.

**NON-FINANCIAL REPORT (continued)**

**Significant risks and risk management**

During 2020, due to the epidemic caused by the Covid-19 virus that appeared in the Republic of Croatia in March 2020, the Medika Group established the Crisis Staff. Carefully monitoring the situation caused by the epidemic and following the guidelines of the National Civil Protection Headquarters, and with the goal of preserving employee health and ensuring the further course of business, the Crisis Staff issued a series of guidelines that largely protected employee health and enabled regular operation of the Group.

Adopted guidelines:

- general recommendations for all employees
- guidelines for employees in warehousing and transportation
- guidelines for office workers
- guidelines for pharmacy employees
- guidelines for employee nutrition
- guidelines for partners / cleaners
- guidelines for partners / suppliers of goods

The Crisis Staff includes the Management Board, directors, director of the Health Institution and heads of individual departments whose mobile phone numbers were available to all employees from 0-24h.

On a weekly basis, and more often if necessary, telephone conferences were held at which the guidelines were revised and new ones were found in order to maximize health protection and improve business in the changed circumstances.

The following is a list of significant identified business risks and activities that are carried out regularly to minimize them.

*Business Risks*

Conformity risks –inadequate compliance with regulatory requirements

- Activities: monitoring of legal and other regulations, assessment of area of compliance, change management process.

Strategic risks - strategic risk is the risk of loss that may arise due to adverse business decisions, lack of ability to adopt to changes in the economic environment and similar.

- Activities: preparation of strategic development guidelines with the short-term and medium-term goals, preparation of annual business plans approved by the Supervisory Board.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Significant risks and risk management (continued)**

*Operational risks*

The risk of unauthorized entry into warehouse spaces

- Activities: the system of object protection and authorized access to premises, external and internal control of the facility, record / log of employees, visitors, system, process of dealing with counterfeits.

The risk affecting the quality of the goods in manipulation - inadequate conditions of receiving/storing drug - exposure to outdoor weather conditions - receipt, storage, distribution

- Activities: design and build of the object - materials of defined mechanical resistance and stability, performance of the ramp for the acceptance of vehicles, thermo - technical installation, monitoring system of conditions in the space, process of monitoring of measuring and other equipment, prescribed procedure within the system documentation, employee education

The risk of contamination of goods – product contamination by different types of contaminants and origin

- Activities: design and build of the object - materials of defined mechanical resistance and stability, design and build of energy infrastructure and attests, process of maintenance and cleaning of the infrastructure.

Security risks – fire protection, safety at work, illegal actions of third parties, environmental impacts

- Activities - employees education, appointment of responsible person for transport and storage of dangerous chemicals, systematic positioning of dangerous chemicals, regular testing of installations, production of safe working instructions, 24 hour duty, business entry procedures, technical protection and video surveillance, passage control, insurance policies.

Legal regulation – high and strict regulation of all aspects of the activity

- Activities: - establishment of a database of all relevant laws and regulations, monitoring of legislation, regular review of internet databases of professional regulatory bodies and chambers, regular updating of data so that possible changes would not endanger the business itself, each executor as well as any other person in charge of a particular business area must independently monitor the relevant laws and regulations, and, in case of any doubt, consult a legal service that will give an opinion, if necessary applying the principles of conflict resolution of laws.

*Financial risks* – financial risks are explained on pages 2 and 3 of these financial statements.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Significant risks and risk management (continued)**

**Quality and Environmental Policy**

The systematic approach to quality issues in the Company started in 2001, when the process of creating a quality management system according to ISO 9001 was initiated, which was resulted with the certificate in 2002. By meeting the requirements of ISO 9001, the Company's business has gained a new, powerful backbone for systematic monitoring of the efficiency of all business activities with special emphasis on activities within the logistics segment. The principles of good distribution practice, with which all the company's logistical processes have already been aligned, have been applied through an internationally standardized format and in a way that enables effective monitoring and improvement of processes and operations.

The concept of Quality Management System and Environmental Protection of the Company has been based on the idea that products / services of highly recognizable quality are easier to find some new customers and to retain the existing ones.

The Company accepts the principle of the responsibility to fulfill the requirements relating to the environmental protection and environmental preservation and protection of the health and safety of its employees.

The commitment of the Company's employees towards the quality and environmental protection is one of the fundamental values of our business, confirmed by employees involvement and Management decisions. The Company has been systematically managing its own environmental impacts throughout continuous improvement of environmental relations, timely and effective prevention of possible pollution, in compliance with regulations and by putting all the efforts to reduce the use of natural resources, as well as informing all stakeholders of the constant need for environmental concern. By defining the goals of quality and environmental protection and their realization, the international standards and requirements of the System we have been turning into practical action, while supporting the theory of sustainable development and social responsibility.

The quality and environmental policy (reinstated 2019) is valid (the requirements of ISO 50001 are included) and is accessible to all interested parties through the means of communication available to the Company, and is appropriate to the purpose / context of the organization and clearly states its commitment to environmental compliance, improvement and protection. There are no new stakeholder requirements that have an impact on the quality system. The context of the organization has not changed.

Through the quality and environmental policy as an integral part of the overall business policy and context of the organization, Medika expresses its commitment to the establishment and development of the quality and environmental system, thus satisfying applicable regulations and requirements of users and employees and all stakeholders.

The quality and environmental policy is available to all interested parties through the means of communication available in Medika d.d.



## POLITIKA KVALITETE

Medika je dioničko društvo koje obavlja djelatnost prometa na veliko (nabava, skladištenje, prodaja i distribucija) humanih lijekova i veterinarsko-medicinskih proizvoda, medicinskih proizvoda, hrane za životinje, pribora za uporabu u veterinarstvu, kozmetike, dodataka prehrani i predmeta za opću uporabu namijenjenih prvenstveno sustavima zdravstvene zaštite ljudi i zaštite zdravlja životinja. Medika pruža usluge skladištenja i distribucije, te sekundarnog opremanja humanih lijekova i veterinarsko-medicinskih proizvoda.

Medika d.d. se obvezuje da će:

- primjenjivati važeće hrvatske i europske zakone, norme i preporuke u cijelom području poslovanja,
- voditi i poboljšavati sustav upravljanja kvalitetom i zaštitom okoliša na temelju normi ISO 9001, ISO 14001, ISO 50001 te zahtjevima Dobre proizvođačke prakse i Dobre distribucijske prakse,
- neprekidno poboljšavati odnos s kupcima, dobavljačima i drugim zainteresiranim stranama, te nastojati razumjeti njihove interese,
- upravljati procesima i rizicima na djelotvoran i učinkovit način, te ispunjavati ciljeve kvalitete, zaštite okoliša i energetske učinkovitosti,
- uvoditi rješenja i sustave koji pridonose kvaliteti, sigurnosti i brzini lanca opskrbe,
- unaprijeđivati razvoj zaposlenika, radno okruženje i kulturu kvalitete.

Pridržavanje politike i ostvarivanje ciljeva obveza je Uprave i svih zaposlenika te je mjerilo kvalitete našeg poslovanja.


 **Medika** d.d.

Direktor

Sustav upravljanja kvalitetom **Jasminko Herceg, dipl.oec.**

Zagreb, 29.05.2019.

**ORIGINAL**

  
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**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Quality and Environmental Policy (continued)**

Due to the wide range of product programmes that the Company stores and distributes, and due to the fact that the trade turnover for the most of them is specifically regulated, the Company has obtained a series of certificates, permissions and licenses to prove the compliance with the requirements of the standards and relevant laws and regulations regulating the turnover of certain types of products.

*Quality management system and environmental protection*

The integrated quality and environmental management system is based on ISO 9001: 2015, 14001: 2015, and Good Manufacturing Practice and Good Distribution Practices requirements.

Thanks to the inspection visits of various state institutions and regulatory bodies, external audits made by principals and other business partners and regular internal reviews, the system has been constantly upgraded and refined.

During 2019, an Energy Management Policy was adopted, whereby the Company opted to increase energy efficiency and reduce consumable energy where possible and to promote long-term environmental and economic sustainability in the area of its business. During 2020, the mentioned Energy Management Policy was implemented.

The success of the quality assurance and environmental protection system is an integral part of the overall business success of the Company. The Integrated Quality Management and Environmental Management System ensure that the Company is under the supervision, and also that the Management and the Management Board are using the management system as an objective, documented and measurable tool for planning, monitoring and analysis of the fulfillment of objectives, ensuring the risk reduction and continuous improvement.

The Quality Department and the Quality Management Representative continuously carry out audits and reviews of the quality assurance system and confirm that process management, monitoring and measurement are in line with the objectives and environmental policy and that they regularly report all of it to the Management. The Report on the activities of the Quality Management and Environmental Management System Report is prepared at least once a year.

**Results of the Quality Management System and Environmental Protection**

The Quality and Environment Management Team holds regular meetings and reports on the activities to the Management.

An integrated quality and environmental management system based on ISO 9001:2015, 14001:2015 and Good Manufacturing Practice and Good Distribution Practices requirements, has been maintained through continuous process of implementation and enhancement activities. Processes and quality indicators are aligned with the Quality Policy. The Quality Policy has been passed and accessible to all interested parties, in an appropriate context of the Company, and it clearly mentions the commitment to compliance, improvement and environmental protection.



**NON-FINANCIAL REPORT (continued)**

**Results of the Quality Management System and Environmental Protection (continued)**

Some of the key activities conducted during the year 2020:

- Temporary measures have been implemented due to the Covid-19 virus pandemic that are still in use (organization, disinfection, process implementation, risk analysis).
- The systematic and documented implementation of the validation / qualification of the cargo space of delivery vehicles, storage facilities and cooling chambers continued.
- Renewal of fleet (freight and passenger vehicles) - reduced average fleet age.
- In PC Split, air-conditioning of expedition space has been completed.
- The request for co-financing of renewable energy projects through a tender entitled "Increasing energy efficiency and using renewable energy sources in the service sector (tourism and trade)", approved by the Environmental and Energy Efficiency Fund in May 2018 - was approved is the construction of a solar power plant at the Medika Osijek facility.
- A storage and distribution service for several new users has been established.
- An upgrade of the existing area of unloading of goods (reception) in PC Rijeka has been introduced.
- The existing video surveillance system was upgraded in PC Zagreb.
- Vehicle monitoring system in transport (conditions and transport) has been introduced.
- Storage space at a new location Sesvetski Kraljevec, Strojarska cesta 9c, has been contracted
- The existing wholesale authorizations for medicinal products (storage conditions, types of medicinal products) have been modified
- The implementation of the information security system has been completed.

*Permits and licences for business*

There were no new permits and certificates.

Existing permits have been modified:

- Dozvola za promet na veliko lijekovima Zagreb - Klasa: UP/I-530-01/14-01/41, Urbroj: 381-13-08/60-20-14; 18.12.2020.
- Dozvola za promet na veliko lijekovima Osijek – Klasa: UP/I-530-01/15-01/04, Urbroj: 381-13-08/60-20-07; 18.12.2020.
- Dozvola za promet na veliko lijekovima Rijeka - Klasa: UP/I-530-01/14-01/42, Urbroj: 381-13-08/60-20-07; 18.12.2020.
- Dozvola za promet na veliko lijekovima Split - Klasa: UP/I-530-01/14-01/43, Urbroj: 381-13-08/60-20-09; 18.12.2020.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Results of the Quality Management System and Environmental Protection (continued)**

The audit and review of the system are based on the evaluation and analysis of the following aspects:

1. Results and reports of internal and external audits

- a) During 2020, a number of internal and external audits were carried out at all centres of the Company. Due to the impossibility of conducting all planned internal audits in 2020 due to the prescribed preventive measures adopted by the Crisis Staff of Medika d.d. which are related to the Covid-19 virus pandemic, a risk assessment was made for cases of failed audits (risk assessment record RM0042020), the assessed risk is acceptable, a business decision was made on the possibility of conducting remote (online) audits and additionally the Internal Audit Plan for 2021, all areas are covered in accordance with the procedure. All CAPAs are tracked through Quality Indicators and were regularly reported to the Management Board on monthly basis.
- b) In January 2020, an audit plan for suppliers of services or materials was prepared. However, due to the impossibility of conducting audits of suppliers in the planned terms through 2020 due to the prescribed preventive measures related to the pandemic caused by the Covid-19 virus, not all of them were conducted or remote "online" audits were conducted. For unrealized supplier audits, a risk assessment (risk assessment record RM0042020) with acceptable risk was performed, and the supplier's supervision for the cleaning service and waste disposal service was documented through the supplier's assessment in accordance with the Supplier Management procedure.
- c) During 2020, certain internal audit activities were carried out, which were included in the Annual Plan for 2020. Due to the impossibility of carrying out all activities due to the prescribed preventive measures adopted by the Crisis Staff of Medika d.d., which are related to the pandemic caused by the Covid-19 virus, in May 2020 an adjustment was made to the Annual Plan adopted by the Audit Committee. Activities that were not carried out in 2020 due to the epidemiological situation are included in the Annual Plan for 2021.

2. Status of deviations, corrective and preventive actions

During 2020, all open deviations were closed. A decrease in the number of open deviations was observed as a result of the increase in system compliance and the continuous audit of system documentation, corrective / preventive actions and employee education.

**NON-FINANCIAL REPORT (continued)**

**Results of the Quality Management System and Environmental Protection (continued)**

**3. Complaints and returns of goods from customers**

Indications of complaints and returns from customers are among the most important indicators. In general terms, a downward trend in complaints was particularly evident after the introduction of the WMS system and a wireless issuing system in distribution centres. In 2020, the goal to maintain the total number of complaints on the level of the Company under 0.23% was achieved.

A decrease in number of returns by customer was noted for the whole company Medika (14%) and the average number of returns amounted to 0.58% of the total number of issued items (0.51% in the previous period).

Most of recorded returns represented returns of goods by customers due to one of the following reasons: order mistakes (mistakes in the orders placed by the pharmacy), old supplies in agreement with the salesman.

**4. Quality indicators**

Review of operating short-term goals achieved in 2020:

- Production materials reject – the target was < 1.0%, achieved 0.014%
- Complaints – the target was < 0.30% - an average of 0.23% was achieved, down 8% from the previous period
- Sales – planned revenue – target achieved, revenue increase higher than planned,
- Market share – the goal was to maintain the market leader position in 2020, which was reached.

**5. Monitoring of significant environmental aspects**

The year 2020 saw the continuation of the activities carried out in the past period, which have contributed to:

- Reduction of exhaust emissions into the air by renewing the fleet (freight and passenger cars) – renewal of the fleet of vehicles (delivery and personal official);
- Reduction of water pollution from cesspool – connection of internal sewerage system to main collector in Dugopolje;
- Rationalization of electricity consumption by completing the changes in Split (accompanying lighting, environmental lighting and façade buildings).
- The energy renewal program at all locations has been continued.
- Reduction of paper consumption due to the transition to electronic distribution of documentation.

The Board's intent is to continuously ensure the use of modern organizational, technical and technological solutions in operations and supervision and to prevent possible pollution and reduce the vulnerability of the negative impacts of business on the environment and the sustainable use of resources

**NON-FINANCIAL REPORT (continued)**

**Results of the Quality Management System and Environmental Protection (continued)**

**6. Employee education**

In the year 2020, all the education according to the plan and the program of continuous education was conducted, and a large number of unplanned education related to the quality system and environmental protection and continuous education were carried out in accordance with changes in system documentation, and because of the possibility of implementation through a webinar. Some of the most significant are from the following areas:

- Internal auditors - training of new and reduction of existing internal auditors
- EU cGMP continuing education
- Medicines with special storage conditions (narcotics and psychotropic substances, dangerous substances / chemicals)
- Cold chain
- Quality management and environmental protection; basics of GDP / GMP

The implementation of education of new employees according to the established topics continued in 2020. During 2020, the method of conducting initial training was changed due to the prescribed preventive measures related to the epidemic caused by the Covid-19 virus, and video material with knowledge testing was recorded and assigned through a webinar application for new employees. In the considered period, 4 trainings of new employees were conducted with the following topics:

- QMS (Quality Management System) in general,
- GDP (Good Wholesale Practice),
- Management of non-conformities and product complaints,
- Counterfeits,
- Pharmacovigilance.

The training process is computerized (when applicable) and in this way the conducted trainings within the web application are more systematically monitored and analyzed.

In 2020, Medika d.d. an assessment of managerial potentials, competencies and skills for the purpose of personal development planning was conducted for directors / managers and / or senior experts for the purpose of optimal personal development planning.

**7. Working with customers**

In 2020, no customer activities were conducted due to measures initiated by the pandemic caused by the Covid-19 virus.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Results of the Quality Management System and Environmental Protection (continued)**

8. Changes that may have an impact on the system

Medika d. d. processes are aligned with all the positive legal regulations, especially those that regulate the wholesale turnover of medicines and medical products, ie Good Distribution Practice (DDP) and Good Manufacturing Practice (DPP) for the drug manufacturing process (secondary equipment).

Areas / Activities Affecting the Quality Management System and Environmental Protection:

- Wholesale trade in medicinal products - Law Enforcing Regulation (EU) 2017/745 on Medical Devices and Regulation (EU) 2017/746 on In vitro Diagnostic Medical Devices (Official Gazette 100/18), the implementation of the following European Union regulations: Regulation (EU) 2017/745 of the European Parliament and of the Council of 5 April 2017 on medicinal products, and Regulation (EU) 2017/746 of the European Parliament and of the Council of 5 April 2017 on in vitro diagnostic medical products - alignment required; application was postponed to May 2021
- Introduction of the Smartivo transport monitoring system - the change management record PR0092020 is started.

**Environmental issues and social aspects of business operations**

The integrated quality and environmental management system is based on ISO 9001:2015, ISO 14001:2015 and ISO 50001:2011 and the requirements of Good Distribution Practice and Good Manufacturing Practice.

As for the preventive measures, Medika has planned annual activities, i.e. plans of preventive inspection, which relate to all relevant aspects:

- Emissions into air
- Discharge into water
- Waste management, especially hazardous waste
- Soil contamination

Measurements are performed by authorized surveyors.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Environmental issues and social aspects of business operations (continued)**

Waste management

Medika d.d. has provided working instructions and procedures to prevent uncontrolled waste generation and the prevention of unpredictable situations. All waste is properly stored and transported by authorized collectors.

Waste in Medika d.d. originated and delivered during 2020:

<b>Waste name</b>	<b>Quantity in t</b>
Print toners	0.87
Oil	0.42
Oil from the separator	0.34
Oily water from the separator	3.72
Filters	0.08
Brake fluid	0.03
Other wastes whose collection and disposal is subject to special requirements to prevent infection	0.05
Chemicals	0.13
Cytostatics	0.00
Fluorescent tubes and other wastes containing mercury	0.03
Refrigeration devices	0.60
Discarded electrical and electronic equipment	4.10
Cardboard	155.67
Foil	17.03
Plastic packing	4.82
Styrofoam	1.23
Merchandise	6.11
Construction waste	0.11
Medicines	3.49
Mixed waste composed only of non-hazard waste	1.35
Grease sludge	11.06
Paper	20.70
Textile	0.43
Pharmaceutical waste	1.75
Bulky waste	1.32

## MEDIKA d.d. and its subsidiaries

### MANAGEMENT REPORT (continued)

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#### NON-FINANCIAL REPORT (continued)

##### Environmental issues and social aspects of business operations (continued)

###### Collecting the returns from customers

In all pharmacies of the Prima Pharne Group, it is possible for the customers (patients) to dispose old medicinal products that are properly disposed of afterwards.

During 2020, a total amount of 1,754 kg of old medicinal products collected in the pharmacies from customers (patients) were properly disposed.

###### Consumption of energy sources

An overview of consumption of important energy sources in the Medika Group for the period 2018-2020:

Year	Fuel (000'l)	Gas (000' kWh)	Electricity (000'kWh)
2020	742	992	3,047
2019	741	670	3,139
2018	712	887	3,151

##### Employees

###### *Education of new employees in the Medika Group*

In the company Medika d.d. employees get acquainted with the basic labor laws and internal acts, work organization, work safety during initial education of new employees (more details about educating new employees in Medika d.d., see page 21 of these financial statements). Continuous education has been provided related to quality standards, occupational safety, personal development and professional trainings.

Prima Pharma Group has also been organizing educations for all employees, among other things, about the management of business processes and the management of people in organizations.

Prima Pharma Group also organizes a programme called Talent pool, a 2-year programme for developing young talents, including employees deemed to have potential for growth, development and taking on new, more responsible roles in the future, promoting health institution values. The aim of the programme is to develop competencies for managing people within the organisation, ensuring a wider perspective for managing business processes (such as: Finance and Controlling, Personnel Service, Central Procurement; Marketing), acquiring knowledge from different business areas, and sharing best experiences and practice among pharmacies and regions. Program participants are divided into teams and during the program they work on projects with their mentors, which they present to the Management and colleagues in the last module of the program and receive a certificate of successful completion of the program. The Talent pool is a continued and strategic way of development for the Prima Pharma Group, which will continue in the following years.

## MEDIKA d.d. and its subsidiaries

### MANAGEMENT REPORT (continued)

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### NON-FINANCIAL REPORT (continued)

#### Employees (continued)

##### *Realization of employee rights*

As at 31 December 2020, there are 9 employees on maternity or parental leave in the Company Medika.

As parental leave can also be used by fathers, in the last couple of years number of male employees had used parental leave.

In the Prima Pharma Group, 26 employees are on maternity or parental leave.

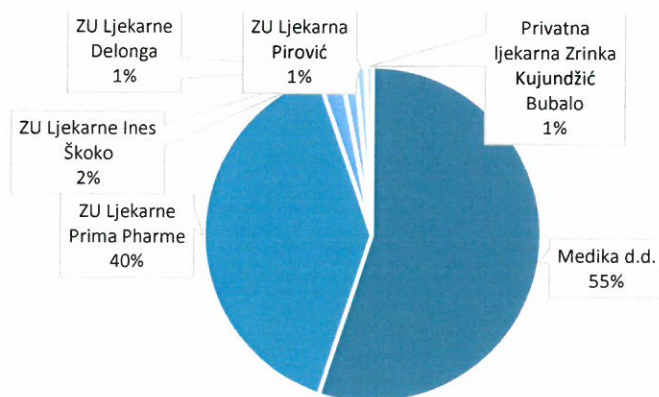
##### *Employment of persons with disabilities and encouragement of employment of young people*

Medika Group has 9 persons enrolled in the Register of Persons with Disabilities (70% and more disability), and a larger number of employees with a lower percentage of established physical disability.

Also, Medika Group has been using incentive measures for employing young people under 30 for an indefinite period, and the Group currently has 108 employees for whom the above mentioned benefit has been used.

##### *Employee structure of Medika Group on 31 December 2020:*

- Number of Medika Group employees
  - Medika Group - 899 employees, of which:
    - Medika d.d. – 495 employees
    - ZU Ljekarna Prima Pharme – 356 employees
    - ZU Ljekarne Ines Škoko – 20 employees
    - ZU Ljekarne Delonga – 13 employees
    - ZU Ljekarna Pirović – 9 employees
    - Privatna ljekarna Zrinka Kujundžić Bubalo – 6 employees.





**MEDIKA d.d. and its subsidiaries**

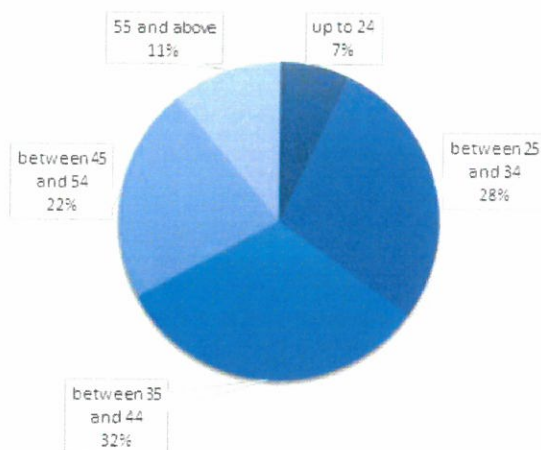
**MANAGEMENT REPORT (continued)**

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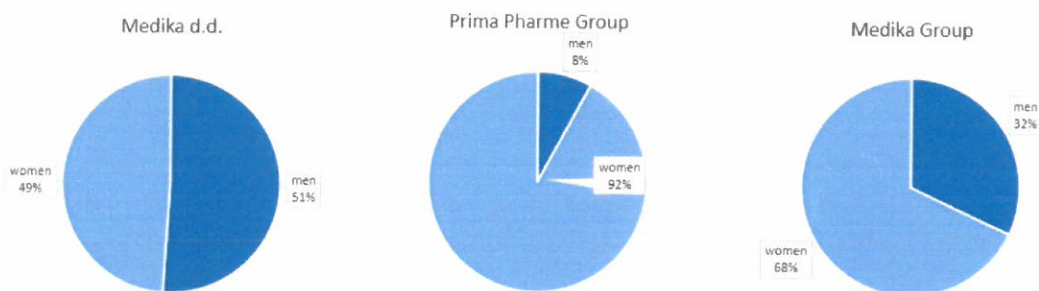
**NON-FINANCIAL REPORT (continued)**

**Employees (continued)**

- The age structure of employees:



- The ratio of men and women



- Experts with higher education in Medika Group:
  - In Medika d.d. - 113 employees with higher education (23% of the total number of employees)
  - Prima Pharme Group - 210 employees with higher education (52% of the total number of employees).
- Women in the management structure (in percentage) in the Medika Group: 43%, of which:
  - Medika d.d. – 24%
  - Prima Pharme Group – 69%.

## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **NON-FINANCIAL REPORT (continued)**

##### **Employees (continued)**

###### *Occupational safety and health protection*

In accordance with the Occupational Safety and Health Act, the positive regulations governing this domain, as well as the Company's internal regulations in the field of safety, all new employees undergo theoretical and practical training in occupational safety and fire safety training, in relation to the following areas: safe work, safe work with computers (for employees who perform their work for more than 4 hours a day using a computer), fire minimum, evacuation and rescue, employer authorized, worker commissioner.

Specific work safety training is also carried out in accordance with the specific requirements of the workplace, such as:

- Training to work with dangerous chemicals,
- Forklift handling training,
- Training for storage and transport of flammable liquids and gases.
- First aid training

During 2020, there were 8 work-related injuries at the Group level (7 injuries were reported by employees of the company Medika d.d., and 1 injury was reported by employees of the Pharmacy Ines Škoko)

In addition to compulsory job-related medical examinations, all employees are allowed to perform a general medical examination at the expense of the employer every other year.

Employees who perform their work tasks in jobs with special working conditions (hereinafter: PUR jobs) prescribed in accordance with the Ordinance on jobs with special working conditions (N.N.5/84) are referred to examinations in occupational medicine. Medika d.d., in accordance with the Risk Assessment, determined that PUR jobs are as follows:

- work is performed using a forklift (Forklift operators)
- perform work with chemicals
- perform work at height
- perform the duties of a driver/delivery person
- perform the duties of the Central Heating Operator
- perform the duties of the Air Conditioning Operator

Employees who perform their work on the above jobs are obliged to meet the conditions prescribed by the aforementioned Ordinance, which relate to: age, professional qualifications and health status determined by medical examinations at the selected occupational medicine.

Also, employees who do not perform their work tasks at PUR jobs are referred for examinations at occupational medicine. Due to personal health problems or at the request of Medika d.d. directs them to work ability assessments to see if such employees need to be relieved and/or relocated according to their capabilities.

## **MEDIKA d.d. and its subsidiaries**

### **MANAGEMENT REPORT (continued)**

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#### **NON-FINANCIAL REPORT (continued)**

##### **Employees (continued)**

###### *Students scholarships and co-operation with the Faculty of Pharmacy and Biochemistry*

With the intention to bring closer the pharmacy activity to the future young pharmacists from the Faculty of Pharmacy and Biochemistry before the end of the study and in order to provide support for the chosen profession, the Prima Pharma Group regularly announces scholarship tenders. During 2020, ten students received a scholarship. After completing their studies, they were given the opportunity to work at ZU Ljekarna Prima Pharme (hereinafter: "the Institution").

In the last few years, the Institution has been regularly available to the Faculty of Pharmacy and Biochemistry and the Student Association of CPSA regarding all the ideas and projects in order to bring closer to students the profession of a pharmacist and his occupation. Through the expertise of employees, their core values and openness to new directions of pharmaceuticals the goal is to combine youth and experience.

In addition to supporting projects, congresses, student's competitions, students is also offered the attending to internal training courses and projects which are held at the Institution level. In this way, we are trying to introduce them to the real pharmacy, pharmacists and pharmaceuticals, that are awaiting for them after the completion of the study.

As a signatory of the Professional Training Agreement concluded by the Institution with the Faculty of Pharmacy and Biochemistry of the University of Zagreb, students have at their disposal expert, motivated and interested magisters whose role as a mentor is to transfer the best of the actual pharmacy practice.

###### *Relationship with the Union*

In Medika d.d. a trade union branch of Medika, Trade Union of Croatia / SSSH was organized. The Company has a proper co-operation with the union commission, within the legal obligations and powers. In ZU Ljekarne Prima Pharme also has been organized a trade union of Independent Trade Union HUS "ZU Ljekarne Prima Pharme". The independent trade union HUS "ZU Ljekarne Prima Pharme" protects and promotes the interests of workers, by advising, co-deciding or negotiating with the employer on issues important to the position of workers, and the Institution consults with the Union before making certain decisions in accordance with legal obligations.

Both the Company and the ZU have the elected Workers' Council, which, according to statutory powers, protects and promotes the interests of the workers by consulting, common decision making or negotiations with the employer on matters of importance for the position of the workers, and before the adoption of certain decisions, the Company and the ZU shall consult with the Workers Council.

**MEDIKA d.d. and its subsidiaries**

**MANAGEMENT REPORT (continued)**

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**NON-FINANCIAL REPORT (continued)**

**Employees (continued)**

*Anti-corruption measures*

Medika d.d. as a company incorporated into the official market of the Zagreb Stock Exchange, applies the Corporate Governance Code issued by the Croatian Financial Services Supervisory Agency and the Zagreb Stock Exchange as detailed in page 4 of these financial statements. In the year 2020, the Company was closely following and applying the recommendations set out in the Code, which also applies to added anti-corruption measures.

Also, the adopted Employee Regulations of the Company and its affiliated companies as well as the other adopted regulations in the companies of the Medika Group, contains provisions relating to the rules of conduct and ethics of employees in order to regulate also the bribery and corruption issues; the education for employees related to the prevention of conflict of interest, the suppression of corruption and the rules of ethical behaviour of employees was conducted as well.

Signed on behalf of the Management Board on 16 March 2021 by:



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Jasminko Herceg  
*President of  
Management Board*



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Matko Galeković  
*Member of  
Management Board*



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Jakov Jaki Radošević  
*Member of  
Management Board*

Medika d.d.  
ZAGREB, Čapraška 1

## MEDIKA d.d. and its subsidiaries

### STATEMENT OF RESPONSIBILITIES OF MANAGEMENT AND SUPERVISORY BOARD

Pursuant to the Accounting Act of the Republic of Croatia, the Management Board is responsible for ensuring that consolidated financial statements are prepared for each financial year in accordance with the International Financial Reporting Standards (“the IFRSs”) which give a true and fair view of the financial position and results of operations of the Medika Group (“the Group”) for that period.

After making enquiries, the Management Board has a reasonable expectation that the Group has adequate resources to continue in operational existence for the foreseeable future. For this reason, the Management Board continues to adopt the going concern basis in preparing the financial statements.

In preparing consolidated financial statements, the Management Board is responsible for:

- selecting and then consistently applying suitable accounting policies;
- making reasonable and prudent judgments and estimates;
- following applicable accounting standards, disclose and explain any material departures in the financial statements; and
- preparing the financial statements on the going concern basis unless it is inappropriate to presume that the Group will continue in business activities.

The Management Board is responsible for keeping proper accounting records, which disclose with reasonable accuracy at any time, the financial position of the Group and their compliance with the Croatian Accounting Act. The Management Board is also responsible for safeguarding the assets of the Group, and hence, for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Management Board is responsible for submitting its annual report, together with the consolidated financial statements, to the Supervisory Board, following which the Supervisory Board is required to approve the consolidated financial statements for submission to the General Assembly of Shareholders for adoption.

The financial statements set out on pages 39 to 92 were authorised by the Management Board for submission to the Supervisory Board on 16 March 2021, in witness whereof they have been signed below.

Signed on behalf of the Management Board on 16 March 2021 by:

 _____ Jasminko Herceg <i>President of Management Board</i>	 _____ Matko Galeković <i>Member of Management Board</i>	 _____ Jakov Jaki Radošević <i>Member of Management Board</i>
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<sup>1</sup> Medika d.d.  
ZAGREB, Capraška 1





## **Independent Auditors' Report to the shareholders of Medika d.d.**

### **Report on the Audit of the Financial Statements**

#### ***Opinion***

We have audited the consolidated financial statements of Medika d.d. ("the Company") and its subsidiaries (together referred to as "the Group"), which comprise the consolidated statement of financial position of the Group as at 31 December 2020, and the consolidated statements of comprehensive income, cash flows and changes in equity of the Group for the year then ended, and notes, comprising significant accounting policies and other explanatory information (further referred to as "the financial statements").

In our opinion, the accompanying financial statements give a true and fair view of the consolidated financial position of the Group as at 31 December 2020 and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union ("EU IFRS").

#### ***Basis for Opinion***

We conducted our audit in accordance with International Standards on Auditing. Our responsibilities under those standards are further described in the *Auditors' Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Group in accordance with the ethical requirements that are relevant to our audit of the financial statements in Croatia and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### ***Key Audit Matters***

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.



## Independent Auditors' Report to the shareholders of Medika d.d. (continued)

### Report on the Audit of the Financial Statements (continued)

#### Key Audit Matters (continued)

##### REVENUE RECOGNITION

Revenue recognized in profit or loss in 2020: HRK 3,989,597 thousand (2019: HRK 3,647,001 thousand). As at 31 December 2020: trade receivables: HRK 1,633,323 thousand (2019: HRK 1,414,227 thousand).

Please refer to the Note 2.19 *Revenue recognition* of Significant accounting policies, Note 5 *Revenue* and Note 6 *Segment information* in the financial statements.

Key audit matter	How our audit addressed the matter
<p>Revenue is a key measure used to evaluate the performance of the Group. Application of revenue recognition principles of the relevant financial reporting standards is complex and requires making significant assumptions and judgments. Revenue comprises the fair value of the consideration received or receivables for sold goods within the normal course of business. Revenue is recognized when the control of the promised goods has transferred to the customer.</p> <p>In addition, in the Group's case, particular complexity is associated with the fact that revenue is reported net of discounts, incentives and rebates earned by customers. In conjunction with the above, the Group needs to consider whether it receives a distinct good or service in return for payments to customers. If so, then it is required to recognize such payments as expenses when the good or service is consumed. If not, they are recognized as a reduction of revenue. The above adds to the complexity of judgments required from management in establishing an appropriate accounting for said payments.</p> <p>In the wake of these factors, we considered revenue recognition to be associated with a significant risk of material misstatement in the financial statements. Therefore, the area required our increased attention in the audit and as such was determined to be a key audit matter.</p>	<p>Our audit procedures in this area included, among others:</p> <ul style="list-style-type: none"><li>• assessing the Group's revenue recognition policy for compliance with relevant provisions of the financial reporting standards;</li><li>• updating our understanding of and evaluating the Group's revenue recognition process, and testing related internal controls, including the controls associated with estimating and accounting for discounts, incentives and rebates;</li><li>• for a sample of contracts with customers concluded during the audited year, inspecting contractual provisions and making inquiries of relevant sales and finance personnel in order to challenge the Group's:<ul style="list-style-type: none"><li>○ meeting of the contract existence criteria, including, among other things, those relating to the parties' commitment to their obligations and probability of collecting the consideration due;</li><li>○ determination of total contract consideration, with particular focus on the estimated amount of variable consideration, such as discounts, price concessions and right of return, also by reference to our analysis of historical data and considering any effects of market changes in the current year.</li><li>○ assessment, by reference to nature and substance of the underlying transaction, as to whether any payments to customers represent expenditure for distinct goods or services or sales incentives;</li><li>○ determination of the timing of the transfer of control, the resulting pattern of revenue recognition and revenue amounts, by reference to transaction documentation (sales invoices, inventory and shipping documents, and other as appropriate).</li></ul></li><li>• obtaining a sample of outgoing invoices to compare the existence and accuracy of total net amount on the invoice (including on-invoice rebates) with goods delivery notes and general ledger entries;</li><li>• for a sample of customers, obtaining confirmations of the amounts receivable outstanding as at the reporting date, and challenging any significant differences between confirmations received and the Group's records by inspecting the underlying documentation such as contracts with customers, invoices and credit notes;</li><li>• examining whether the Group's revenue recognition-related disclosures in the financial statements appropriately include and describe the relevant quantitative and qualitative information required by the applicable financial reporting framework.</li></ul>





## Independent Auditors' Report to the shareholders of Medika d.d. (continued)

### Report on the Audit of the Financial Statements (continued)

#### Key Audit Matters (continued)

##### VALUATION OF TRADE RECEIVABLES

Trade receivables as at 31 December 2020: HRK 1,633,323 thousand (2019: HRK 1,414,227 thousand); related impairment allowance as at that date: HRK 10,552 thousand (31 December 2019: HRK 10,917 thousand).

Please refer to the Note 2.8 *Financial instruments* of Significant accounting policies, Note 4 *Key accounting estimates*, Note 6 *Segment information* and Note 19 *Trade and other receivables* in the financial statements.

Key audit matter	How our audit addressed the matter
<p>The Group is exposed to significant credit risk associated with extended collection periods of trade receivables, in particular as regards the amounts of the HZZO (Croatian State Health Insurance) related receivables, due from health institutions generally directly or indirectly owned by state institutions.</p> <p>Trade accounts receivable are assessed by the Group for impairment at each reporting date, both at an individual and collective basis. Management measures the loss allowance at an amount equal to expected credit losses (ECLs) being a probability weighted estimate of credit losses. Credit losses are measured as the present value of an expected cash shortfall (i.e. the difference between the cash flows due to the Group in accordance with the contract and the cash flows that it expects to receive). The estimate takes into account, among other things, repayment history and past credit loss experience, adjusted for factors that are specific to the debtors and an assessment of both the current and forecast general economic conditions at the reporting date (such as current and expected liquidity of the Health System in Croatia).</p> <p>Due to the magnitude of the amounts involved, coupled with the complexity of the judgements and estimated required in estimating expected credit losses in respect of trade receivables, this area was considered by us to be associated with a significant risk of material misstatement. As such, it required our increased attention in the audit and was determined to be a key audit matter.</p>	<p>Our audit procedures in this area included, among others:</p> <ul style="list-style-type: none"> <li>• updating our understanding of and assessing the design and implementation of key internal controls over the credit control, trade receivables collection process and making related loss allowances;</li> <li>• assessment of the compliance of the Group's impairment methodology against the relevant financial reporting requirements. As a part of the above, we identified the relevant methods, assumptions and sources of data, and assessed, whether such methods, assumptions and data and their application are appropriate in context of the said requirements;</li> <li>• evaluating whether the Group's estimates of expected credit losses appropriately consider both current economic conditions and forward-looking information;</li> <li>• assessment of the accuracy and completeness of the Group's ECL estimates at 31 December 2020 including: <ul style="list-style-type: none"> <li>○ for a risk-based sample of debtors, inspecting the debtors' most recent financial statements, credit terms and historical repayment patterns, and making corroborating inquiries of the Group's CFO and relevant finance personnel, to obtain understanding of any credit / repayment uncertainties, significant increase in credit risk or default;</li> <li>○ inspecting supporting documents in relation to cash receipts from debtors subsequent to the end of the reporting period;</li> <li>○ considering the outcome of the above procedures, critically assessing the Group's estimate of the expected cash flows from debtor in the sample, also assessing the appropriateness of the discount rate used.</li> </ul> </li> <li>• performing a retrospective assessment of the historical accuracy of the Management Board's impairment assumptions and estimates, including estimated loss rates, against actual outcomes;</li> <li>• evaluating whether the disclosures in the financial statements in respect of the expected credit losses for trade receivables satisfy the requirements of the relevant financial reporting standards.</li> </ul>





## Independent Auditors' Report to the shareholders of Medika d.d. (continued)

### Report on the Audit of the Financial Statements (continued)

#### Key Audit Matters (continued)

##### IMPAIRMENT OF LICENCES AND GOODWILL

As at 31 December 2020, intangible assets included pharmacy licences with indefinite useful lives stated at HRK 129,668 thousand (2019: HRK 119,285 thousand); Goodwill as at 31 December 2020: HRK 78,061 thousand (2019: HRK 70,970 thousand). During 2020 and 2019, the Group did not recognize any impairment losses with respect to goodwill or licences.

Please refer to the Notes 2.6 *Intangible assets* and 2.7 *Impairment of non-financial assets* of Significant accounting policies, Note 4 *Key accounting estimates* and Note 16 *Intangible assets* in the financial statements.

#### Key audit matter

#### How our audit addressed the matter

In conjunction with its business acquisitions, the Group recognized goodwill and indefinite-lived intangible assets relating to licences.

Pursuant to the relevant provisions the financial reporting standards, annual impairment testing is required for intangible assets with an indefinite useful life and for cash generating units (CGUs) to which such assets or goodwill have been allocated. As disclosed in Note 16, based on its current year's test, the Group did not recognize any impairment in respect of those assets.

Management Board uses judgment in allocating goodwill and other long-lived assets, including intangibles, to CGUs for the annual impairment test purposes. A complex model is applied in the test, relying on adjusted historical performance, and a range of internal and external sources of inputs to the assumptions. Significant judgment is required in making key forward-looking assumptions, including forecast cash flows and growth rates, as well as discount rates.

Complex models using forward-looking assumptions tend to be prone to greater risk of management bias, error and inconsistent application. These conditions necessitate our additional attention in the audit, in particular to address the objectivity of sources used for assumptions, and their consistent application. Due to the above factors, we considered this area to be a key audit matter.

Our audit procedures in this area, performed, where applicable, with the assistance from our own valuation specialists, included, among other things:

- updating our understanding and assessing the compliance of the Group's impairment methodology with the relevant financial reporting requirements. As part of the above, we identified the relevant methods, assumptions and sources of data, and assessed, whether such methods, assumptions, data and their application are appropriate in the context of the said requirements. This included, among others, considering the appropriateness of the Group's value in use model ("impairment model") applied to perform the annual impairment test, against the relevant requirements of the financial reporting standards;
- assessing the integrity of the impairment model, including the accuracy of the underlying calculation formulas;
- assessing asset grouping into CGUs, based on our understanding of the Group's operations and business units;
- evaluating the quality of the Group's forecasting by comparing historical projections with actual outcomes;
- using our knowledge of the Group, its past performance, business and customers, and our industry experience, challenging significant forecast cash flow and growth assumptions. As part of the procedure we, among other things:
  - Traced forecasted figures to formally approved budgets,
  - Applied increased skepticism to forecasts in any areas where previous year's forecasts were not achieved,
  - Challenged the discount rate used by reference to publicly available market data, adjusted by risk factors specific to the Group and its industry,
  - Challenged reasonableness of other key macroeconomic assumptions, such as expected market growth.
  - Checked the assumed growth rate by reference to the Group's past performance, its approved plan and strategy, and our experience regarding the feasibility of these in the economic environment in which it operates;
- considering the sensitivity of the impairment model to changes in key assumptions, such as forecast growth rates, EBITDA and discount rates to identify the assumptions at higher risk of bias or inconsistency in application;
- assessing impairment-related disclosures in the financial statements against the requirements of the financial reporting standards.



## **Independent Auditors' Report to the shareholders of Medika d.d. (continued)**

### **Report on the Audit of the Financial Statements (continued)**

#### ***Other Information***

Management is responsible for the other information. The other information comprises the Management Report and Corporate Governance Statement included in the Annual Report of the Group, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and, except to the extent otherwise explicitly stated in our report, we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated.

With respect to the Management Report and Corporate Governance Statement, we also performed procedures required by the Accounting Act in Croatia ("Accounting Act"). Those procedures include considering whether:

- the Management Report has been prepared in accordance with the requirements of Articles 21 and 24 of the Accounting Act,
- the Corporate Governance Statement includes the information specified in Article 22 of the Accounting Act.

Based solely on the work required to be undertaken in the course of the audit of the financial statements and procedures above, in our opinion:

- the information given in the Management Report and Corporate Governance Statement for the financial year for which the financial statements are prepared, is consistent, in all material respects, with the financial statements;
- the Management Report has been prepared, in all material respects, in accordance with the requirements of Articles 21 and 24 of the Accounting Act;
- the Corporate Governance Statement includes the information specified in Article 22 of the Accounting Act.

In addition, in light of the knowledge and understanding of the entity and its environment obtained in the course of the audit, we are also required to report if we have identified material misstatements in the Management Report and Corporate Governance Statement. We have nothing to report in this respect.





## **Independent Auditors' Report to the shareholders of Medika d.d. (continued)**

### **Report on the Audit of the Financial Statements (continued)**

#### ***Responsibilities of Management and Those Charged with Governance for the Financial Statements***

Management is responsible for the preparation of the financial statements that give a true and fair view in accordance with EU IFRS, and for such internal control as management determines is necessary to enable the preparation of the financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

Those charged with governance are responsible for overseeing the Group's financial reporting process.

#### ***Auditors' Responsibilities for the Audit of the Financial Statements***

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with International Standards on Auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with International Standards on Auditing, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal controls.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



## **Independent Auditors' Report to the shareholders of Medika d.d. (continued)**

### **Report on the Audit of the Financial Statements (continued)**

#### ***Auditors' Responsibilities for the Audit of the Financial Statements (continued)***

- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal controls that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, actions taken to eliminate threats or safeguards applied.

From the matters communicated with those charged with governance, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



## Independent Auditors' Report to the shareholders of Medika d.d. (continued)

### Report on Other Legal and Regulatory Requirements

We were appointed by those charged with governance on 27 August 2020 to audit the consolidated financial statements of Medika d.d. for the year ended 31 December 2020. Our total uninterrupted period of engagement is two years, covering the year ending 31 December 2019 and 31 December 2020.

We confirm that:

- our audit opinion is consistent with the additional report presented to the Audit Committee of the Company dated 10 March 2021;
- we have not provided any prohibited non-audit services (NASs) referred to in Article 44 of the Audit Act. We also remained independent of the audited entity in conducting the audit.

The engagement partner on the audit resulting in this independent auditors' report is Tony Ilijanić.

*KPMG Croatia d.o.o.*

**KPMG Croatia d.o.o. za reviziju**  
Croatian Certified Auditors  
Eurotower, 17th floor  
Ivana Lučića 2a  
10000 Zagreb  
Croatia

**KPMG Croatia**  
d.o.o. za reviziju  
Eurotower, 17. kat  
Ivana Lučića 2a, 10000 Zagreb

16 March 2021

**MEDIKA d.d. and its subsidiaries****CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME****FOR THE YEAR ENDED 31 DECEMBER 2020**

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*(All amounts are expressed in thousands of HRK)*

	<b>Note</b>	<b>2020</b>	<b>2019</b>
Income	5, 6	3,989,597	3,647,001
Cost of goods sold	6	(3,671,497)	(3,338,881)
Staff expenses	7	(133,025)	(123,322)
Marketing and promotion expenses	8	(5,063)	(10,372)
Depreciation and amortisation	14, 15,16	(26,795)	(25,010)
Other operating expenses	9	(47,306)	(56,637)
Other (losses)/gains – net	10	(8,660)	91
<b>Profit from operations</b>		<b>97,251</b>	<b>92,870</b>
Financial income	11	1,728	2,071
Financial expenses	11	(7,515)	(6,873)
<b>Net financial loss</b>		<b>(5,787)</b>	<b>(4,802)</b>
Share in the profit of associates	17	2,298	1,949
<b>Profit before tax</b>		<b>93,762</b>	<b>90,017</b>
Income tax	12	(16,888)	(17,237)
<b>Profit for the year</b>		<b>76,874</b>	<b>72,780</b>
<b>Other comprehensive income for the year</b>		<b>-</b>	<b>-</b>
<b>Total comprehensive income for the year</b>		<b>76,874</b>	<b>72,780</b>
Earnings per share			
– basic and diluted (in HRK and lipa)	13	<b>2,820.65</b>	<b>2,670.43</b>

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The notes on pages 44 to 92 form an integral part of these consolidated financial statements.



**MEDIKA d.d. and its subsidiaries**

**CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

<i>(All amounts are expressed in thousands of HRK)</i>	<b>Note</b>	<b>As at 31 December</b>	
		<b>2020</b>	<b>2019</b>
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property and equipment	14	181,714	167,419
Righ-of-use assests	15	53,488	47,803
Intangible assets	16	219,177	200,239
Investments in associates	17	24,195	22,043
Deferred tax assets	28	746	2,193
Trade and other receivables	19	11,822	18,397
		<b>491,142</b>	<b>458,094</b>
<b>Current assets</b>			
Inventories	20	373,563	383,542
Trade and other receivables	19	1,649,226	1,429,447
Income tax receivable		64	-
Cash and cash equivalents	21	78,468	53,421
		<b>2,101,321</b>	<b>1,866,410</b>
Assets held for sale	22	-	16,225
		<b>2,101,321</b>	<b>1,882,635</b>
<b>Total assets</b>		<b>2,592,463</b>	<b>2,340,729</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Capital and reserves</b>			
Share capital	23	164,399	164,399
Reserves	24	67,360	67,360
Retained earnings and income for the year		313,768	272,869
		<b>545,527</b>	<b>504,628</b>
<b>Non-current liabilities</b>			
Lease liabilities	15	42,507	36,849
Deferred tax liabilities	28	17,696	16,547
Provisions	29	1,334	572
		<b>61,537</b>	<b>53,968</b>
<b>Current liabilities</b>			
Trade and other payables	26	1,666,705	1,447,444
Lease liabilities	15	13,595	13,024
Borrowings	27	293,426	315,717
Income tax payable		10,475	3,982
Provisions	29	1,198	1,966
		<b>1,985,399</b>	<b>1,782,133</b>
<b>Total equity and liabilities</b>		<b>2,592,463</b>	<b>2,340,729</b>

The notes on pages 44 to 92 form an integral part of these consolidated financial statements.

MEDIKA d.d., Zagreb, and its subsidiaries

**CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

<i>(All amounts are expressed in thousands of HRK)</i>	Note	Share capital	Reserves	Retained earnings and income for the year	Total
<b>Balance at 1 January 2019</b>		164,399	67,360	219,167	450,926
<b>Comprehensive income for the year</b>					
Profit for the year		-	-	72,780	72,780
Other comprehensive income for the year		-	-	-	-
<b>Total comprehensive income for the year</b>		-	-	<b>72,780</b>	<b>72,780</b>
<b>Transactions with owners recognised directly in equity</b>					
Dividend payment	25	-	-	(19,078)	(19,078)
<b>Total transactions with owners recognised directly in equity</b>		-	-	<b>(19,078)</b>	<b>(19,078)</b>
<b>Balance at 31 December 2019</b>		<b>164,399</b>	<b>67,360</b>	<b>272,869</b>	<b>504,628</b>
<b>Balance at 1 January 2020</b>		164,399	67,360	272,869	504,628
<b>Comprehensive income for the year</b>					
Profit for the year		-	-	76,874	76,874
Other comprehensive income for the year		-	-	-	-
<b>Total comprehensive income for the year</b>		-	-	<b>76,874</b>	<b>76,874</b>
<b>Transactions with owners recognised directly in equity</b>					
Dividend payment	25	-	-	(35,975)	(35,975)
<b>Total transactions with owners recognised directly in equity</b>		-	-	<b>(35,975)</b>	<b>(35,975)</b>
<b>Balance at 31 December 2020</b>		<b>164,399</b>	<b>67,360</b>	<b>313,768</b>	<b>545,527</b>

The notes on pages 44 to 92 form an integral part of these consolidated financial statements.



**MEDIKA d.d., Zagreb, and its subsidiaries**

**CONSOLIDATED STATEMENT OF CASH FLOWS**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

<i>(All amounts are expressed in thousands of HRK)</i>	<b>Note</b>	<b>2020</b>	<b>2019</b>
<b>Cash flow from operating activities:</b>			
<b>Profit for the year</b>		<b>76,874</b>	<b>72,780</b>
Adjusted by:			
Income tax	12	16,888	17,237
Depreciation and amortisation	14, 15, 16	26,795	25,010
Impairment of trade and other receivables, net	9, 19	(331)	259
Value adjustment on inventories	20	6,352	5,181
Unrealised foreign exchange differences		(2,303)	1,857
Changes in provisions	29	(6)	425
Gain on disposal of property and equipment	10	(227)	(695)
Gain on disposal of intangible assets	10	-	(2,293)
Disposal of intangible assets	16	7	5
Termination of lease contract		(9)	52
Interest income	11	(1,728)	(2,071)
Interest expense	11	6,927	6,681
Share in profit of associate	17	(2,299)	(1,949)
Changes:			
Decrease in inventories		4,888	(42,014)
Decrease in trade and other receivables		(213,567)	(258,486)
Increase in trade and other payables		206,592	207,535
<b>Cash generated from operations</b>		<b>124,853</b>	<b>29,514</b>
Interest paid		(7,310)	(5,913)
Income taxes paid		(9,149)	(4,996)
<b>Cash flow from operating activities</b>		<b>108,394</b>	<b>18,605</b>
<b>Cash flow from investing activities:</b>			
Purchases of property and equipment		(10,059)	(13,776)
Proceeds from the sale of property and equipment		901	1,824
Purchases of intangible assets	16	(7,356)	(4,439)
Proceeds from the sale of intangible assets		-	2,293
Acquisition of subsidiary, net of cash acquired	30	(2,528)	(5,638)
Proceeds from repayment of given loans		8,671	8,288
Given loans		(2,250)	(2,600)
Deposits		131	(34)
Interest received		1,719	2,055
Share of profit from associates received	17	147	1,744
<b>Cash flow from investing activities:</b>		<b>(10,624)</b>	<b>(10,283)</b>

The notes on pages 44 to 92 form an integral part of these consolidated financial statements.

**MEDIKA d.d., Zagreb, and its subsidiaries****CONSOLIDATED STATEMENT OF CASH FLOWS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020***(All amounts are expressed in thousands of HRK)*

	<b>Note</b>	<b>2020</b>	<b>2019</b>
<b>Cash flow from financing activities</b>			
Repayments of borrowings	27	(907,008)	(556,000)
Proceeds from borrowings	27	885,000	604,700
Repayment of leases	15	(14,740)	(13,116)
Dividends paid	25	(35,975)	(19,078)
<b>Cash flow from financing activities</b>		<b>(72,723)</b>	<b>16,506</b>
<b>Net increase in cash and cash equivalents</b>		<b>25,047</b>	<b>24,828</b>
Cash and cash equivalents at the beginning of the year		53,421	28,593
<b>Cash and cash equivalents at the end of year</b>	21	<b>78,468</b>	<b>53,421</b>

The notes on pages 44 to 92 form an integral part of these consolidated financial statements.

## MEDIKA d.d., Zagreb, and its subsidiaries

### NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS

#### FOR THE YEAR ENDED 31 DECEMBER 2020

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#### NOTE 1 – GENERAL DATA

Medika d.d. (hereinafter: “the Company”) is a joint stock company incorporated in the Republic of Croatia. The principal activity of the Company and its subsidiaries (together “the Group”) is the wholesale and retail distribution of pharmaceutical products. The Company is headquartered in Zagreb, Capraška 1.

The Group is comprised of the Company and the following subsidiaries and associates:

##### Subsidiaries:

	<u>2020</u>	<u>2019</u>
Zdravstvena ustanova Ljekarne Prima Pharme, Zagreb	100%	100%
- Zdravstvena ustanova Ljekarne Delonga, Zagreb (since May 2007)	100%	100%
- Zdravstvena ustanova Ljekarne Ines Škoko, Zagreb (since March 2011)	100%	100%
- Zdravstvena ustanova Ljekarna Pirović, Biograd na moru (since April 2020)	100%	-
- Privatna ljekarna Zrinka Kujundžić Bubalo, Solin (since December 2020)	100%	-
Primus nekretnine d.o.o., Zagreb	100%	100%

##### Associates:

	<u>2020</u>	<u>2019</u>
Zdravstvena ustanova Ljekarne Jagatić, Zagreb (since November 2008)	49%	49%

As at 31 December 2020, the Company’s shares were listed on the official market of the Zagreb Stock Exchange. The ownership structure of the Company is shown in note 23.

#### NOTE 2 –SIGNIFICANT ACCOUNTING POLICIES

Set out below are the principal accounting policies adopted in the preparation of these consolidated financial statements. The accounting policies have been consistently applied to all the years presented in these financial statements, unless stated otherwise.

##### 2.1 Basis of preparation

The consolidated financial statements of the Group have been prepared in accordance with International Financial Reporting Standards adopted by the European Union (IFRS). The consolidated financial statements have been prepared under the historical cost convention unless stated otherwise.

The preparation of consolidated financial statements in conformity with International Financial Reporting Standards adopted by the European Union (IFRS) requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the consolidated financial statements are disclosed in Note 4.

##### New standards and amendments to existing not yet adopted

Certain new accounting standards and interpretations have been published that are not mandatory for 31 December 2020 reporting periods and have not been early adopted by the group. These standards are not expected to have a material impact on the entity in the current or future reporting periods and on foreseeable future transactions.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.2 Consolidation**

*(a) Subsidiaries*

Subsidiaries are all companies (including structured entities) controlled by the Company. Control is achieved when the Company has power over the investee, is exposed, or has rights, to variable returns from its involvement with the investee, and has the ability to use its power to affect its returns. A subsidiary is consolidated when the Company obtains control over the subsidiary and ceases when the Company loses control over it.

Such investments are presented in these financial statements at cost less any impairment losses, if any.

The acquisition method of accounting is used to account for subsidiaries acquired by the Group. The cost of acquisition is measured as the fair value of the assets given, equity instruments issued and liabilities incurred or assumed at the date of acquisition, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any minority interest. The excess of the cost of acquisition over the fair value of the Group's share of the identifiable net assets acquired is recorded as goodwill (note 2.6). If the cost of acquisition is less than the fair value of the net assets of the subsidiary acquired, the difference is recognised directly in profit or loss.

All intra-group transactions, balances and unrealised gains on transactions between Group companies are eliminated. Unrealised losses are also eliminated unless there are indications that a transferred asset may be impaired. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policy adopted by the Group.

*(b) Associates*

Companies are considered to be associates of the Group if the Group holds between 20% and 50% of the voting power in a company, i.e. in which it has a significant influence, but not control. Such investments are presented in the financial statements of the Group at cost less any impairment losses, if any.

The Group's share of its associates' post-acquisition profits or losses is recognized in profit or loss, and its share of post-acquisition movements in reserves is recognized in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Group's share of losses in an associate equals or exceeds its interest in the associate, including any unsecured receivables which form an integral part of the net investment, the Group does not recognize further losses unless it has incurred obligations or made payments on behalf of the associate.

Unrealised gains from transactions between the Group and its associates are eliminated to the extent of the Group's interest in the relevant associate. Unrealised losses are also eliminated unless there are indications that an asset exchanged in the transaction may be impaired. Accounting policies of associates have been changed where necessary to ensure consistency with the policies adopted by the Group.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.3 Operating segment reporting**

An operating segment is an integral part of a business entity that engages in business activities from which revenues can be realized that give rise to expenses and for which there are separate financial statements as well as the operating results of which are regularly reviewed by chief operating decision maker of the business entity in order to decide on resources to be allocated to the segment.

**2.4 Foreign currencies**

*(a) Functional and reporting currency*

Items included in the financial statements of each individual member of the Group are presented in the currency of the primary economic environment in which the Group member operates (functional currency). The consolidated financial statements are presented in the Croatian kuna, which is both the functional and reporting currency of the Group and all its members, rounded to the nearest thousand.

*(b) Foreign currency transactions*

Foreign-currency transactions are translated into the functional currency using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation of monetary assets and liabilities denominated in foreign currencies are recognised in the income statement. However, if the gain or loss on a monetary item is recognized directly in the reserve, then any component of foreign currency application and profit or loss should be recognized directly in the reserves.

Non-monetary assets and items denominated in foreign currencies that are measured at historical cost are not re-translated.

Foreign-currency denominated non-monetary assets and liabilities measured at historical cost are translated to the functional currency using the exchange rate list in effect at the transaction dates.

**2.5 Property and equipment**

Property and equipment are carried at historical cost less accumulated depreciation and accumulated impairment losses. Historical cost includes costs directly attributable to the acquisition of an asset.

Subsequent expenditure is included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the asset will flow to the Group, and the cost of the asset can be measured reliably. The carrying amount of a replaced part is derecognised. All other investment and maintenance costs are charged to the profit and loss account in the financial period they incurred in.

Land and assets under development are not depreciated. Depreciation of other assets is provided using the straight-line method so as to write down the cost of an asset over its estimated useful life. Depreciation is provided on an individual asset basis until the asset is fully written off or written down.

The estimated useful lives are as follows:

Buildings	10–40 years
Equipment	2–20 years

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.5 Property and equipment (continued)**

The residual value of an asset is the estimated amount that the Group would currently obtain from disposal of the asset, less the estimated costs of disposal, if the asset were already of the age and in the condition expected at the end of its useful life. The residual value of an asset is nil if the Group expects to use the asset until the end of its useful life. The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date.

If the carrying amount of an asset exceeds its estimated recoverable amount, it is written down immediately to its recoverable amount (note 2.7).

Gains and losses arisen on disposal are determined by comparing the proceeds with carrying amount, and are recognised within "Other gains/(losses) – net" in the income statement.

**2.6 Intangible assets**

*(a) Goodwill*

Goodwill represents the excess of the cost of acquisition of a subsidiary over the acquisition-date fair value of the Group's share of the net identifiable assets of the acquired subsidiary at the date of acquisition.

Separately recognised goodwill is tested annually for impairment and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed. For the purpose of impairment testing, goodwill acquired in a business combination is allocated from the acquisition date, to each of the acquirer's cash generating units, or groups of cash generating units, expected to benefit from the synergies of the combination. Each such unit or group of units to which the goodwill is so allocated represents the lowest level within the Group at which the goodwill is monitored for internal management purposes.

Any gain or loss on remeasurement at fair value is included in profit or loss.

Gains and losses on disposal of a business include the carrying amount of goodwill relating to that business.

*(b) Licences*

Cost incurred by the Group in obtaining pharmacy operation licences, without which no pharmacy activities can be performed, are capitalised to the extent that future economic activities are probable. These licences are amortized over their useful life. Impairment review is made on an annual basis.

*(c) Software*

Software licences are capitalised based on the cost of purchase and costs incurred in bringing software into a working condition for its intended use. The cost is amortised over the useful life of the assets, which ranges from 5 to 10 years.

**NOTE 2 –SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.6 Intangible assets (continued)**

*(d) Other rights*

Other rights are shown at historical cost, they have a finite useful life and are carried at cost less accumulated amortisation. Amortisation is calculated using the straight-line method to allocate the cost of other rights over their estimated useful lives (5 years).

**2.7 Impairment of non-financial assets**

Assets that have an indefinite useful life are not subject to amortisation and are tested annually for impairment. Assets that are subject to amortisation and depreciation are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units). Non-financial assets other than goodwill that suffered an impairment are reviewed for possible reversal of the impairment at each reporting date.

**2.8 Financial instruments**

Financial assets and financial liabilities are recognised in the statement of financial position of the Group when the Group becomes a party to the contractual provision of the instrument.

Financial assets and financial liabilities are initially measured at fair value. Transaction costs which may be directly attributed to the acquisition or issuing the financial assets and financial liabilities (other than financial assets and financial liabilities measured at fair value through profit or loss) are added to or deducted from the fair value of financial assets and financial liabilities at initial recognition, where appropriate. Transaction costs which may be directly attributed to the acquisition of financial assets or financial liabilities at fair value through profit and loss are recognised immediately in profit and loss.

**Financial assets**

In line with IFRS 9, all recognised financial assets are subsequently entirely measured at depreciated cost, fair value through other comprehensive income or fair value through profit or loss, depending on the business model and characteristics of contracted cash flows of financial assets.

As at 1 January 2018, the Group classifies its financial assets in a category measured at depreciated cost, using the effective interest rate method, within a business model whose aim is to collect contracted cash flows and according to which the cash inflow is made exclusively based on payments of principal and interest on the principal amount outstanding (IFRS 9).

At each reporting date the Group performs a review to identify any objective evidence that a financial asset may be impaired. Impairment testing of trade and loan receivables is described in note 2.11.

Financial assets are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. They are reported in the current assets, except for assets which mature more than 12 months after the date of statement of financial position. Such assets are classified as non-current assets.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.8 Financial instruments (continued)**

**Financial assets (continued)**

The Group derecognises a financial asset only when the contractual rights to the cash flows from the asset expire; or it transfers the financial asset and substantially all the risks and rewards of ownership of the asset to another entity. If the Group neither transfers nor retains substantially all the risks and rewards of ownership and continues to control the transferred asset, the Group recognises its retained interest in the asset and an associated liability for amounts it may have to pay. If the Group retains substantially all the risks and rewards of ownership of a transferred financial asset, the Group continues to recognize the financial asset and also recognizes a collateralised borrowing for the proceeds received.

On derecognition of a financial asset in its entirety, the difference between the asset's carrying amount and the sum of the consideration received and receivable and the cumulative gain or loss that had been recognized in other comprehensive income and accumulated in equity is recognised in profit or loss.

*(i) Depreciated cost and effective interest rate method*

The effective interest method is a method of calculating the depreciated cost of a debt instrument and of allocating interest income over the relevant period.

For financial assets, aside from purchased or incurred credit-impaired financial assets (i.e. assets which were credit-impaired during the initial recognition), the effective interest rate is a rate that accurately discounts the estimated future cash inflow (including all fees and points paid or received, which constitute an integral part of the effective interest rate, transaction costs and other premiums or discounts), excluding the expected credit losses, during the expected life of a debt instrument or, where appropriate, during a shorter period, to gross carrying amounts of the debt instrument at initial recognition. For purchased or incurred credit-impaired financial assets, the effective interest rate adjusted to the loan is calculated by discounting estimated future cash flows, including expected credit losses, to the depreciated cost of the debt instrument at initial measurement.

The depreciated cost of financial assets is the amount at which the financial instrument is measured at initial recognition, less of payments of principal and plus accumulated depreciation, using the effective interest rate method for any difference between the opening amount and amount at maturity, adjusted for any loss. Gross carrying amount of financial assets is the depreciated cost of financial assets before adjustments for any loss.

Interest income is recognised by applying the effective interest rate for debt instruments, which are subsequently measured at depreciated cost. For financial assets, other than purchased or incurred credit-impaired financial assets, interest income is calculated by applying the effective interest rate to the gross carrying amount of financial assets, aside for the financial assets which subsequently became credit-impaired.

For financial assets which subsequently became credit-impaired, interest income is recognised by applying the effective interest rate to the depreciated cost of financial assets. If, in the following reporting periods, the credit risk for the credit-impaired financial instrument improves in the way that the financial instrument is no longer credit-impaired, the interest income is recognised by applying the effective interest rate to the gross carrying amount of the financial assets.



**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.8 Financial instruments (continued)**

**Financial assets (continued)**

*(i) Depreciated cost and effective interest rate method (continued)*

For the purchased or incurred credit-impaired financial assets, the Group recognises interest income by using the effective interest rate adjusted by the credit risk to the depreciated cost of financial assets at initial recognition. The calculation is not returned to a gross basis, even if the credit risk of the financial assets subsequently improves so that the financial assets are no longer credit-impaired.

Interest income are recognised in the profit and loss account, and are included in the item “Financial income – interest income” (note 11).

*Impairment of financial assets*

The Group recognises the provisions for expected credit losses of trade receivables and debt instruments measured at depreciated cost. The amount of expected credit losses is calculated at every reporting date in order to reflect the changes in the credit risk since the initial recognition of an individual financial instrument.

The Group always recognises life-long expected credit losses (ECL) for trade receivables based on a selected simplified approach. The expected credit losses for these financial assets are described in note 2.11. The Group currently does not adjust the loss rate for future macroeconomic conditions, since it has not performed an analysis of the impact of macroeconomic factors on historical loss rates, including the time value of money, where appropriate.

For the given loans, the Group recognises the life-long ECL in case of a significant increase in credit risk since initial recognition. However, if the credit risk for the financial instrument has not significantly increased since the initial recognition, the Group measures the loss for this financial instrument in the amount equal to a 12-month ECL.

Life-long ECL represents expected credit losses resulting from all potential cases of default during the expected lifetime of the financial instrument. By contrast, a 12-month ECL represents a part of the life-long ECL, on account of the probability of a default status in the 12 months following the reporting date.

*(i) Significant increase in credit risk*

When assessing whether the credit risk for the financial instrument significantly increased since the initial recognition, the Group compares the risk of default on the reporting date to the risk of default of the financial instrument on the date of initial recognition. During the assessment, the Group considers both quantitative and qualitative information which are reasonable and available, including the historical experience, which can be accessed without unnecessary costs or engagements.

In particular, for the loans given, the Group relies on days of default when assessing significant credit risk deterioration. If the debtor is in default more than 30 days, then the Group assumes that there is a significant increase in credit risk.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.8 Financial instruments (continued)**

**Financial assets (continued)**

*(i) Significant increase in credit risk (continued)*

Despite the aforementioned, we assume that the credit risk for the financial instrument has not significantly increased since the initial recognition if we determine that the financial instrument has a low credit risk at the reporting date. We conclude that the financial instrument has a low credit risk if:

- The financial instrument has a low risk of default;
- The debtor has a strong ability to settle his/her contractual obligations in the short term; and
- Adverse changes in economic and business conditions in the long term may, but do not necessarily have to, decrease the lessee's ability to meet his/her contractual cash flow obligations.

However, the Group does not currently use the simplification of a low credit risk when assessing the significant increase in credit risk.

The Group regularly monitors the efficiency of criteria used to determine whether there has been a significant increase in credit risk and reviews them so that the criteria may identify a significant increase in credit risk before any default occurs.

*(ii) Definition of default status*

The following facts, which represent a case of default for internal credit risk management purposes are data that are internally developed or obtained from external sources, indicating that it is unlikely that the debtor will pay his/her creditors, including the Group, in full (without considering any collateral held by the Group).

*(iii) Credit-impaired financial assets*

Financial assets are credit-impaired when one or more events with an adverse effect on estimated future cash flows and financial assets occurred. Proof of credit impairment of the financial asset includes data available on the following events:

- Significant financial difficulties of the issuer or debtor;
- Default status (as defined above);
- When the issuer, due to the debtor's financial difficulties, grants the debtor a concession, which he would otherwise not consider;
- It becomes probable that the debtor will go into bankruptcy or undertake another type of financial restructuring;
- The disappearance of an active market for a specific financial asset because of financial difficulties.

*(iv) Write-off policy*

The Group writes off financial assets when there are data pointing to the fact that the debtor is in serious financial difficulties and that there is no real chances of return, for example when the debtor has gone into liquidation or bankruptcy. Written-off financial assets can still be subject to enforcement activities within the Group recovery procedures, with regard to the relevant legal advice, where appropriate. Recovery is recognised in the profit or loss account.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.8 Financial instruments (continued)**

**Financial assets (continued)**

*Impairment of financial assets (continued)*

*(v) Measurement and recognition of expected credit losses*

Measurement of expected credit losses represents a loss rate function, calculated in line with the model described in note 2.11. In terms of exposure in the moment of default, for the financial assets it represents a gross carrying amount of the assets at the reporting date.

For the financial assets, the expected credit loss is assessed as the difference between all contractual cash flows maturing in line with the contract and all expected cash flows, discounted at the original effective interest rate.

If the Group measured provisions for expected loan losses for financial instruments in the amount equal to life-long ECL in the previous reporting period, but at the current reporting date it determined that the life-long ECL conditions are no longer met, the Group measures the loss in the amount equal to a 12-month ECL at the current reporting date, except for the assets for which a simplified approach was used (trade receivables).

The Group recognises impairment gains and losses in the profit and loss account for all financial instruments with the appropriate adjustment of the carrying amount through the loss provisions account.

**Financial liabilities**

Financial liabilities recognized by the Group are trade payables and borrowings.

The Company measures all financial liabilities at depreciated cost.

*(a) Trade payables*

Trade payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

*(b) Borrowings*

Borrowings are recognized initially at fair value, net of transaction costs incurred. In future periods, borrowings are reported at depreciated cost. Any difference between the proceeds (net of transaction costs) and the redemption value is recognised in the income statement over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Group has an unconditional right to defer settlement of the liability for at least 12 months after the reporting date.

The Group derecognises financial liabilities when, and only when, the Group's obligations are discharged, cancelled or they expire. The difference between the carrying amount of a derecognised financial liability and paid fee per liability fee are calculated into profit or loss.

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.9 Leases**

The Group leases certain properties and vehicles. The contracts are concluded for a period of 3 years to 10 years and have the possibility of extension. Contracts may contain lease and non lease components, allocation of consideration between components is based on their relative stand-alone prices.

Leases in which the Group does not bear a significant portion of the risks and rewards of ownership were classified as operating leases. Payments made under operating leases were recorded in the income statement on a straight-line basis over the term of the lease.

Leased property is classified as a right-of-use. At the same time, a lease liability is recognized on the date the underlying asset is available for use. Assets and liabilities from a lease are initially measured on a present value basis.

Lease liabilities include the net present value of the following lease payments: fixed payments less any incentives, variable lease payments that are based on index, initially measured using the index as at commencement date, amounts expected to be payable by the Group under residual value guarantees. Lease payment to be made under reasonably certain extension options are also included in the measurement of the liability. Lease liabilities are discounted using the interest rates implicit in the lease. If that rate cannot be readily determined, which is generally the case for leases in the Group, the Group's incremental borrowing rate is used, being the rate that the individual lessee would have to pay to borrow the funds necessary to obtain an asset of similar value to right-of-use asset in a similar economic environment with similar terms, security and conditions.

Lease payments are allocated into the principal and the cost of financing. Financing expense is recognized in the income statement over the term of the lease.

Right-of-use assets are recognized using the cost method consisting of: the amount of the initial measurement of the lease liability, all payments made before the lease commences and direct costs. Right of use assets are depreciated over the useful life or lease term, whichever is shorter.

All leases that with a remaining lease term of less than 12 months and leases of assets with low value are recognized in the income statement on a straight-line basis over the term of the lease.

**2.10 Inventories**

Inventories are stated at the lower of cost or net realisable value. Cost includes all costs attributable to the purchase of goods and is calculated based on the weighted average purchase price. Net realisable value represents the estimated selling price in the ordinary course of business less all variable selling costs. Examination of damaged and/or obsolete inventories is preformed continuously and for all such inventories a provision is charged to cost of goods sold.

**2.11 Trade and loan receivables**

The Group always reports the provisions for expected credit losses of trade receivables in the amount equal to the life-long ECL.

Trade and credit receivables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest method.

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.11 Trade and loan receivables (continued)**

The impairment loss is assessed based on the customer's activity, i.e. the borrower's activity, and based on historical data, the current and expected liquidity of the Health System of the Republic of Croatia, as well as specific assessments of the Sales Sector for individual customers, depending on the current state of the market and the inability to collect them.

There were no changes in the assessment techniques or material assumptions during the current reporting period. The impairment losses on trade receivables are recognised in the income statement within "Other operating expenses".

Loans and receivables with maturities greater than 12 months after the reporting date are classified as non-current assets.

**2.12 Cash and cash equivalents**

Cash and cash equivalents comprise cash, demand deposits with banks and other short-term highly liquid instruments with original maturities of up to three months.

**2.13. Assets held for sale**

Assets are classified as held for sale when carrying value is expected to be recovered primarily through sale rather than through continuing use. Assets held for sale are measured at the lower of their carrying amount and fair value less cost to sell. Assets held for sale are not depreciated and are presented separately.

**2.14 Share capital**

Share capital consists of ordinary shares.

The consideration paid for purchased treasury shares, including any directly attributable incremental costs (net of income taxes) is deducted from equity attributable to the Company's equity holders until the shares are cancelled, reissued or disposed of. When such shares are subsequently sold or reissued, any consideration received, net of any directly attributable incremental transaction costs and the related income tax effects, is included in equity attributable to the Company's equity holders.

**2.15 Reserves**

*(a) Legal reserves*

The legal reserves are required under Croatian law according to which the Company has to build up legal reserves with a minimum of a twentieth part (5%) of the profit for the year until the legal reserves together with capital reserves reach 5% of the share capital. Legal reserves are not distributable.

*(b) Other reserves*

Other reserves are formed in accordance with Croatian law and decisions of the General Assembly.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.15 Reserves (continued)**

*(c) Reserves for treasury shares*

Reserves for treasury shares are formed in accordance with Croatian law and decisions of the General Assembly

**2.16 Income tax**

Current tax is determined on the basis of the tax laws in effect in the Republic of Croatia at the balance sheet date. From time to time, the Management reviews individual items declared in the tax returns where such items might be subject to various tax interpretations and considers forming provisions, where necessary, based on the amount expected to be paid to the Tax Administration.

Current tax is the expected tax payable on the taxable income for the year, using tax rates enacted or substantively enacted at the date of the financial statements, and any adjustment to tax payable in respect of previous years.

Deferred tax is calculated using the liability method, whilst taking into account the temporary differences between the tax bases of assets and liabilities and their carrying amounts in financial reports. However, deferred taxes are not recognised if it derives from the initial recognition of assets or liabilities within a transaction which is not a business merger and which has no bearing on the accounting profit or taxable profit (tax loss). Deferred tax assets and liabilities are determined using tax rates that have been enacted or substantially enacted by the reporting date and are expected to apply when the related deferred income tax asset is realised or the deferred tax liability is settled.

Deferred tax assets are recognised up to the amount of the future taxable profit which is likely to be available for the use of temporary differences.

**2.17 Employee benefits**

*(a) Obligations in respect of retirement and other post-employment benefits*

In the normal course of business the Group makes payments, through salary deductions, to mandatory pension funds on behalf of its employees, as required by law. All contributions paid to the mandatory pension funds are recognised as salary expense when accrued. The Group does not have any other pension scheme and consequently, has no other obligations in respect of employee pensions. In addition, the Group is not obliged to provide any other post-retirement benefits.

*(b) Long-term employee benefits*

The Group recognises a liability for long-term employee benefits (jubilee awards and retirement benefits for full-age retirement) evenly over the period the benefit is earned based on actual years of service. The long-term employee benefit obligation is determined using assumptions regarding the likely number of staff to whom the benefit will be payable, estimated benefit cost and the discount rate. Benefits falling due more than 12 months after the reporting date are discounted to their present value.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.17 Employee benefits (continued)**

*(c) Short-term employee benefits*

The Group recognises a provision for bonuses, unused annual leave and other benefits when there is a contractual obligation or a past practice giving rise to a constructive obligation.

Short-term liabilities for termination benefits are payable when employment is terminated by the Group before the normal retirement date, or whenever an employee accepts voluntary redundancy in exchange for these benefits. The Group recognises termination benefits when it is demonstrably committed to either: terminating the employment of current employees according to a detailed formal plan without possibility of withdrawal; or providing termination benefits as a result of an offer made to encourage voluntary redundancy.

Short-term employee benefits include termination benefits and jubilee awards (stated in paragraph (b) above), which will be paid within a period of 12 months after the reporting date.

**2.18 Provisions**

Provisions are recognised if the Group has a present obligation, legal or constructive, as a result of a past event and it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation.

Where there are a number of similar obligations, the likelihood that an outflow will be required in settlement is determined by considering the class of obligations as a whole. A provision is recognised even if the likelihood of an outflow with respect to any item included in the same class of obligations may be small.

Provisions are measured at the present value of the expenditures expected to be required to settle the obligation using a pre-tax rate that reflects current market assessments of the time value of money and the risks specific to the obligation. The amount of provision increases in each period to reflect the passage of time. This increase is presented as interest expense.

**2.19 Revenue recognition**

Revenue comprises the fair value of the consideration received or receivable for sold products, goods or services within the normal course of business of the Company. Revenue is reported in the amount net of value added tax, estimated returns, rebates and discounts. Revenue is recognised when the delivery liability has been settled by transferring the control of the promised goods or services to the customer.

*(a) Sales of goods*

Sales of goods revenue is recognized when the control of goods is transferred to the customer, i.e. when the goods are delivered to the customer. The delivery is performed when the goods have been dispatched to a specific location, risk of obsolescence and loss is transferred to the customer, the customer received the goods pursuant to the contract, and the Company has objective proof that all of the conditions for the receipt of goods have been met.

**NOTE 2 – SIGNIFICANT ACCOUNTING POLICIES (continued)**

**2.19 Revenue recognition (continued)**

*(a) Sales of goods (continued)*

The Company allocates the transaction cost to the delivery liability based on the relative individual sales prices.

Retail revenue is recognized at the time of sale of goods to the buyer. Retail revenue is mostly made in cash or through credit cards. Reported revenue includes credit card fees that are included in other operating expenses.

*(b) Service revenue*

Service revenue is recognized in the accounting period in which service is performed.

*(c) Financial income*

Financial income represents interest income earned on term deposits with banks and on given loans and is recognised on a time proportion basis using effective interest rate method.

**2.20 Finance expense**

Finance expenses comprise interest expense accrued on borrowings, impairment losses recognised on financial assets, and foreign exchange losses. Borrowing costs are recognised in income statement using the effective interest rate.

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use.

**2.21 Dividends payable**

Dividends payable to the Company's shareholders are recognised as a liability in the financial statements in the period in which the dividends are approved in the General Meeting of the Company's shareholders.

**2.22 Value added tax**

The Tax Authorities require that VAT is settled on a net basis. VAT on sale and purchase transactions is recognised in the statement of financial position on a net basis. Where an amount receivable is impaired, the impairment loss is recognised in the gross amount of the receivable, i.e. including VAT.

**2.23 Earnings per share**

The Company presents basic earnings per share (EPS) for its ordinary shares. Basic earnings per share are determined by dividing the profit or loss for the year from ordinary shares by the weighted average number of ordinary shares during the year.



**NOTE 3 - FINANCIAL RISK MANAGEMENT**

**3.1 Financial risk factors**

The Group's activities expose it to various financial risks: market risk (which includes foreign exchange risk, fair value interest rate risk, interest rate cash flow risks and investment in securities risk), credit risk and liquidity risk. The pharmaceuticals wholesale and pharmacy industry in the Republic of Croatia is highly influenced by the state which plays its role by imposing strict legislation and the health system funding. As the dynamic of funding by the state is beyond control or prediction and given the inability to predict financial market trends, the overall risk management of the Group is focused on minimising or eliminating the potential adverse impact on the Group's financial position. Risk management within the Group is the responsibility of the Finance Division that, in cooperation with other divisions within the Group, identifies, assesses the risks and proposes risk protection measures.

*(a) Market risk*

*(i) Foreign exchange risk*

The Group generates most of its revenue on the domestic market and in Croatian kuna (HRK). However, the Group purchases a part of goods on foreign markets, which exposes it to the currency risk arising from changes in foreign exchange rates mostly against the euro, which may affect future operating results and cash flows. The Finance Division of the Company seeks to minimise the foreign exchange risk by reducing the balance of foreign-currency denominated financial liabilities. This mainly relates to borrowings, which are almost entirely denominated in the Croatian kuna, and hence the exposure to the foreign exchange risk is insignificant. The Purchase Division reduced the foreign exchange risk arising from liabilities owed to foreign suppliers by agreeing the Croatian kuna as the payment currency. It is the tendency in the future to agree payments in Croatian kuna with as many existing foreign suppliers as possible so as to minimise the risk arising from transactions with foreign suppliers.

As at 31 December 2020, (notes 19, 21, 26, 27), if the euro would weaken/strengthen against the Croatian kuna by 1.0% (2019: 1.0%), with all other variables held constant, the net profit for the reporting period would have been HRK 6,163 thousand higher/lower (2019: HRK 5,028 thousand higher/lower), mainly as a result of foreign exchange gains/losses on translation of euro-denominated trade payables.

*(ii) Cash flow and fair value interest rate risk*

The Company's interest rate risk arises from its borrowings. Borrowings granted at variable rates expose the Company to cash-flow interest rate risk. Borrowings issued at fixed rates expose the Company to fair value interest rate risk.

The Group does not use derivative instruments to actively hedge its cash flow and fair value interest rate risk exposure. However, the Group continuously monitors changes in interest rates. Various scenarios are simulated taking into account refinancing, renewal of existing positions and alternative financing.

As at 31 December 2020, if the effective interest rate on borrowings (issued at variable rate) would be 0.10 percentage point higher/lower on an annual level (2019: 0.10 percentage point), the net profit for the reporting period would be HRK 117 thousand lower/higher (2019: HRK 148 thousand).

**NOTE 3 - FINANCIAL RISK MANAGEMENT**

**3.1 Financial risk factors (continued)**

*(b) Credit risk*

Current assets that expose the Group to credit risk consists mainly of cash, trade and other receivables. The Group has no significant concentrations of credit risk. The Group has sales policies in place to ensure that the sale is made to customers with an appropriate credit history. With respect to credit risk exposure, customers are grouped into three categories: pharmacies, hospitals and other customers. A higher credit risk is found among pharmacies since they have a potential going concern issue. However, collection period for hospitals is longer, but there is no risk that the receivables will not be recovered, i.e. there is no going concern issue. Other customers are not significant because of dispersion over a large number of customers and individually small balances. The Group secures the recovery of a part of the trade receivables with bills of exchange and promissory notes. A detailed credit risk analysis is presented in notes 18 and 19.

For trade receivables, the Group applied a simplified approach to measuring loss for the life-long ECL.

The Group is exposed to one customer from the hospital segment, accounting for 27% of total trade receivables (2019: 27%).

*(c) Liquidity risk*

Prudent liquidity risk management implies the maintenance of a sufficient cash level, ensuring the availability of financial assets due to adequate amounts of contracted credit lines and the ability to settle all liabilities. It is the objective of the Company and the Group to maintain flexibility in funding, by ensuring availability of the agreed credit lines. The Finance Department of the Company regularly monitors the level of available sources of cash funds. Customers consist largely of those owned by, or dependent of, the Republic of Croatia. Hence, the Group's liquidity risk level also depends on the state. The insufficient level of cash from period to period is a direct consequence of the schedule of payments received from the state in settling the state's liabilities concerning the health system. Where the payment periods are extended by the state, the Group agrees extended payment deadlines with its suppliers. Any shortfall is covered using lines of credit available at commercial banks. At 31 December 2020, the balance of cash and cash equivalents amounts to HRK 78,468 thousand (2019: HRK 53,421 thousand), and the Group had free credit lines in the amount of HRK 273,679 thousand (2019: HRK 180,000 thousand) available at demand for liquidity risk management purposes.

The table below analyses financial liabilities of the Group by contractual maturities. The amounts presented below represent undiscounted cash flows.

<i>(in thousands of HRK)</i>	<b>Up to 1 month</b>	<b>1 month to 1 year</b>	<b>1-3 years</b>	<b>Over 3 years</b>	<b>Total</b>
<b>At 31 December 2020</b>					
Trade and other payables (note 26)	609,115	1,057,590	-	-	1,666,705
Borrowings	244	295,459	-	-	295,703
Lease liabilities	1,139	12,667	26,181	16,507	56,494

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**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 3 - FINANCIAL RISK MANAGEMENT (continued)**

**3.1 Financial risk factors (continued)**

*(c) Liquidity risk (continued)*

<i>(in thousands of HRK)</i>	<b>Up to 1 month</b>	<b>1 month to 1 year</b>	<b>1-3 years</b>	<b>Over 3 years</b>	<b>Total</b>
<b>31 December 2019</b>					
Trade and other payables (note 26)	479,164	968,280	-	-	1,447,444
Borrowings	420	320,208	4,332	481	325,441
Lease liabilities	1,073	12,129	22,961	14,012	50,175

In 2021, the Group will settle trade and other liabilities according to the collection of receivables which depends on the liquidity of the entire healthcare system.

**3.2 Capital management**

The Group's objectives when managing capital are to safeguard the Group's ability to continue as a going concern in order to ensure returns to shareholders and benefits for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The Group monitors capital on the basis of the self-financing ratio in the financial statements. This ratio is calculated as the proportion of total equity and total assets.

The equity-to-total assets ratio is as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Total capital (equity and reserves)	545,527	504,628
Total assets	<u>2,592,463</u>	<u>2,340,729</u>
<b>Equity to assets ratio</b>	<b>21%</b>	<b>22%</b>

The 2020 ratio decreased in relation to the 2019 ratio and shows that the Group finances 21% of its total assets from own sources. Consequently, 79% of the assets are financed from sources other than owner's equity (2019: 78%).

**3.3 Fair value measurement**

The nominal amount value of trade receivables less impairment allowance and of trade payables are assumed to approximate their fair values.

**NOTE 4 - KEY ACCOUNTING ESTIMATES**

The Group makes estimates that are continually reviewed and are based on experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. The Group makes estimates and assumptions concerning the future. The resulting accounting estimates will, by definition, seldom equal the actual results. The estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year are discussed below.

*Assumptions for determining the amount of provisions for trade receivables*

Due to the significance of the amount of trade receivables recognised in the statement of financial position, the Management estimates the probability of recovering trade receivables (i.e. potential losses) based on an analysis of individual categories of such assets. Factors taken into consideration by the Management include: receivables from customers in earlier years, current and expected liquidity of the Health System of the Republic of Croatia, as well as a specific assessment of the Sales Sector for individual customers, depending on the current market trends and their financial position.

When measuring ECL, the Group uses reasonable and relevant information, based on historical data. ECL calculation model is further described in note 2.11.

Compared to 31 December 2020, if the discount rate were to increase by 1 percentage point, assuming that all other indicators remained unchanged, profit before tax for the reporting period would be HRK 1,423 thousand lower than for the reported (2019: HRK 3,836 thousand), that is, the impact in the hospital segment would be HRK 1,046 thousand (2019: HRK 3,674 thousand), in the pharmacy segment HRK 122 thousand (2019: HRK 72 thousand), and in the segment other 255 thousand (2019: HRK 90 thousand).

*Business model assessment*

Classification and measurement of financial assets depends on the results of the verification of contractual cash flows and the business model test (see *Financial assets* section in note 3). The Group defines its business model on a level reflecting the way in which the groups of financial assets are managed jointly in order to attain a specific business goal. This assessment entails the judgement which reflects all of the relevant proof, including the way in which the performance of the assets is assessed and their impact measured, risks affecting the assets value and the way they are managed, and the way for determining the fees for persons in charge of management of the relevant assets. The Group monitors the financial assets measured at depreciated cost which are derecognised before they mature, in order to understand the reason for their sale and whether the reasons comply with the business goals for which the assets were held. Monitoring is a part of a continued assessment of the Group concerning the appropriateness of the business model within which the financial assets are held, and if it is not appropriate, whether there a change in the business model occurred and, accordingly, whether there will be a change in asset classification in the future. Such changes were not necessary during the periods reported.

Based on the performed analysis, the Group concluded that the given loans do not comprise clauses which would lead to contractual cash flows test failure. Given loans were contracted with a fixed interest rate reflecting the time value of money. Following the aforementioned, there are no loans which would consequently be measured at fair value through profit or loss.

**NOTE 4 - KEY ACCOUNTING ESTIMATES (continued)**

*Useful life of property and equipment*

Determining the useful lives of assets is based on historical experience with similar assets as well as anticipated changes in the economic environment and factors relating to the industry in which the Group operates. The useful life is reviewed annually or whenever there are indications of significant changes in the underlying assumptions.

*Pharmaceutical licenses and goodwill impairment*

The goodwill and pharmaceutical licenses with indefinite useful life impairment testing is performed once a year during the reporting period in accordance with the accounting policy explained in notes.

Goodwill relates partially to goodwill arising on acquisition of the subsidiaries Farmis and Famacon that were later merged into Medika and partially arising on acquisitions of pharmacies. At the end of 2020 impairment test was performed for a cash-generating units to which goodwill and licenses have been allocated to based on estimated future cash flows. The recoverable amount of an asset or cash generating unit is its value in use. In assessing value in use the estimated future cash flows are discounted to their present values which are based on financial projections for the period of five years approved by the Management.

Management Board set the planned growth rates and gross margins based on past experience and expected market development. Terminal growth rate of 2.5% and pre-tax discount rate reflecting specific risks related to relevant business segments, were used in discounted cash flow model.

The sensitivity analysis indicates if discount rate is increased by 0.5% (assuming an unchanged terminal growth rate) or terminal growth rate is decreased by 0.5% (assuming an unchanged discount rate), there would be no impairment of other rights.

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 5 – REVENUE**

	<b>2020</b>	<b>2019</b>
	<i>(in thousands of HRK)</i>	
Revenue from sales of goods	3,911,428	3,584,313
Revenue from sale of goods – related parties (note 32)	59,292	43,758
Revenue from sale of services	18,255	18,595
Revenue from sale of services – related parties (note 32)	622	335
	<b>3,989,597</b>	<b>3,647,001</b>

**NOTE 6 – SEGMENT INFORMATION**

Segment information follows the structure used by the Company and the Group for internal reporting purposes, which has remained unchanged in comparison with the prior year.

The Group monitors revenues and gross profit through two main distribution channels: wholesale and retail.

The wholesale distribution channel consists of:

1. Pharmacies
2. Hospitals
3. Other customers, divided into:
  - dental practices
  - veterinary clinics
  - medical centres
  - wholesalers
  - other customers (herbal pharmacies, companies, optics and other)

Retail distribution channel consists of self-owned pharmacies (subsidiary ZU Prima Pharme and its subsidiaries).

The Group uses margin calculated as sales revenue minus cost of goods sold as a performance measure of a particular segment.

There are no transactions between the segments. The Company and the Group apply the same accounting policies in all the segments.

**MEDIKA d.d., Zagreb, and its subsidiaries****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020****NOTE 6 – SEGMENT INFORMATION (continued)**

The segments' results for the year ended 31 December 2020 are as follows:

<i>(in thousands of HRK)</i>	<b>Wholesale</b>			<b>Retail</b>	<b>Total</b>
	<b>Pharmacies</b>	<b>Hospitals</b>	<b>Other</b>	<b>Own pharmacies</b>	
Revenue from sale of goods	1,457,959	1,449,936	557,433	446,100	3,911,428
Revenue from sale of goods - related parties (note 32)	59,288	-	4	-	59,292
Revenue from sale of services	137	202	15,359	2,557	18,255
Revenue from sale of services – related parties (note 32)	-	-	622	-	622
<b>Total income</b>	<b>1,517,384</b>	<b>1,450,138</b>	<b>573,418</b>	<b>448,657</b>	<b>3,989,597</b>
Cost of goods sold	(1,426,618)	(1,372,965)	(522,601)	(349,313)	(3,671,497)
<b>Segment result</b>	<b>90,766</b>	<b>77,173</b>	<b>50,817</b>	<b>99,344</b>	<b>318,100</b>
Operating expenses					(220,849)
<b>Profit from operations</b>					<b>97,251</b>
Financial income					1,728
Financial expenses					(7,515)
<b>Net financial loss</b>					<b>(5,787)</b>
Share in the profit of associates					2,298
<b>Profit before tax</b>					<b>93,762</b>
Income tax					(16,888)
<b>Profit for the year</b>					<b>76,874</b>

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

**NOTE 6 – SEGMENT INFORMATION (continued)**

The segments' results for the year ended 31 December 2019 are as follows:

<i>(in thousands of HRK)</i>	Wholesale			Retail	Total
	Pharmacies	Hospitals	Other	Own pharmacies	
Revenue from sale of goods	1,297,415	1,349,989	541,048	395,861	3,584,313
Revenue from sale of goods - related parties (note 32)	43,091	-	667	-	43,758
Revenue from sale of services	173	270	15,093	3,059	18,595
Revenue from sale of services – related parties (note 32)	-	-	335	-	335
<b>Total income</b>	<b>1,340,679</b>	<b>1,350,259</b>	<b>557,143</b>	<b>398,920</b>	<b>3,647,001</b>
Cost of goods sold	(1,255,595)	(1,271,124)	(504,904)	(307,258)	(3,338,881)
<b>Segment result</b>	<b>85,084</b>	<b>79,135</b>	<b>52,239</b>	<b>91,662</b>	<b>308,120</b>
Operating expenses					(215,250)
<b>Profit from operations</b>					<b>92,870</b>
Financial income					2,071
Financial expenses					(6,873)
<b>Net financial loss</b>					<b>(4,802)</b>
Share in the profit of associates					1,949
<b>Profit before tax</b>					<b>90,017</b>
Income tax					(17,237)
<b>Profit for the year</b>					<b>72,780</b>

The analysis of trade receivables by the segments at 31 December 2020 is as follows:

<i>(in thousands of HRK)</i>	Wholesale			Retail	Total
	Pharmacies	Hospitals	Other	Own pharmacies	
Trade receivables (note 19/ii/)	316,981	1,164,698	73,541	78,562	1,633,782



**MEDIKA d.d., Zagreb, and its subsidiaries****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020****NOTE 6 – SEGMENT INFORMATION (continued)**

The analysis of trade receivables by the segments at 31 December 2019 is as follows:

<i>(in thousands of HRK)</i>	<u>Wholesale</u>			<u>Retail</u>	<u>Total</u>
	<u>Pharmacies</u>	<u>Hospitals</u>	<u>Other</u>	<u>Own pharmacies</u>	
Trade receivables (note 19/ii/)	211,481	1,075,481	71,867	56,580	1,415,409

Other assets are not analysed by segment considering the same assets are used in all segments for performing activities. Furthermore, the Group does not follow assets per geographical areas since it operates merely in the area of Republic of Croatia.

Revenue from the most significant customer, from the hospital segment, was 14.7% in 2020 (2019: 14.8%).

**NOTE 7 - STAFF EXPENSES**

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Net salaries	74,455	68,121
Contributions from and on salaries /i/	35,330	32,379
Taxes and surtaxes	9,671	9,532
Other employee benefits /ii/	4,941	4,339
Employee transportation costs	4,414	4,077
Management bonuses	3,121	4,264
Termination benefits	1,093	610
	<u>133,025</u>	<u>123,322</u>

At 31 December 2020, there were 899 persons employed at the Group (2019: 856 employees).

/i/ Pension contributions recognised by the Group as payable to mandatory pension funds in respect of 2020 amount to HRK 20,343 thousand (2019: HRK 18,675 thousand).

/ii/ Other employee benefits relate to accruals for unused annual leave, business trip expenses, aids, awards and similar.

**MEDIKA d.d., Zagreb, and its subsidiaries****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020****NOTE 8 – MARKETING AND PROMOTION EXPENSES**

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Donations	3,184	5,255
Marketing	1,494	1,771
Entertainment	385	3,346
	<u>5,063</u>	<u>10,372</u>

**NOTE 9 - OTHER OPERATING EXPENSES**

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Maintenance of assets, security services and property insurance	16,610	15,970
Materials and energy	12,105	13,894
Taxes and contributions independent of the results	4,300	4,170
Bank and payment operation charges	2,574	2,694
Professional training and consultancy services	2,372	9,162
Telephone, postal and utility services	2,292	2,192
Rental costs (note 15)	1,151	2,597
Road tolls and transportation costs	1,101	1,170
Provisions for litigations (note 29)	24	420
Impairment of trade and other receivables, net (note 19)	(331)	259
Other costs	5,108	4,109
	<u>47,306</u>	<u>56,637</u>

**NOTE 10 – OTHER (LOSSES) / GAINS – NET**

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Net foreign exchange losses – trade and other payables	(8,370)	(2,300)
Net foreign exchange losses – cash and cash equivalents	(482)	(571)
Net foreign exchange losses – trade and other receivables	(35)	(26)
Gains from the sale of intangible asset (net)	-	2,293
Gains from the sale of property and equipment (net)	227	695
	<u>(8,660)</u>	<u>91</u>

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

**NOTE 11 - NET FINANCIAL LOSS**

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Financial income</b>		
Interest income	1,728	2,071
	<b>1,728</b>	<b>2,071</b>
<b>Financial expenses</b>		
<b>Interest expense</b>		
Bank loans	(5,668)	(5,678)
Leases (note 15)	(1,259)	(1,003)
	<b>(6,927)</b>	<b>(6,681)</b>
<b>Foreign exchange gains – net</b>		
Foreign exchange gains	7	1
Foreign exchange losses	(595)	(193)
	<b>(588)</b>	<b>(192)</b>
	<b>(7,515)</b>	<b>(6,873)</b>

**NOTE 12 – INCOME TAX**

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Current tax	15,441	8,060
Deferred tax (note 28)	1,447	9,177
	<b>16,888</b>	<b>17,237</b>

Reconciliation of the Group's tax (benefit) / expense as per income statement and the tax at the statutory tax rate is presented in the table below:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Profit before taxation</b>	<b>93,762</b>	<b>90,017</b>
Income tax at the rate of 18%	16,877	16,203
Effect of non-taxable income and tax incentives	(613)	(387)
Effect of non-deductible expenses	578	1,421
Tax losses for which no deferred tax assets are recognized	46	-
<b>Income tax</b>	<b>16,888</b>	<b>17,237</b>
Effective tax rate	18.01%	19.15%

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

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**NOTE 12 - INCOME TAX (continued)**

Under the local regulations, the Tax Authority may at any time inspect the books and records of the Group companies within 3 years following the end of the year in which the tax liability is reported and may impose additional tax assessments and penalties. The Management is not familiar with any circumstances which may lead to contingent liabilities in that respect.

Utilized tax losses

According to the income tax calculation for 2018, a transferable tax loss of HRK 23,174 thousand was made. On this basis, the Company recognized deferred tax assets in the amount of HRK 4,172 thousand with the possibility of use until 2023. In 2019, the Company utilized full amount of tax losses carried forward (note 28).

Tax incentives to encourage investment activity

In accordance with Act on Investment Promotion and Investment Climate Improvement, the Company acquired status of the support measures holder. Based on the Ministry of Economy's certificate, the Company was granted tax incentives as a support for eligible labour expenses related to investment project and supporting measures for capital costs of the project in the permitted amount of tax incentives for investments amounted to HRK 12,601 thousand. The Company will have a possibility of reducing future tax liabilities based on income in order to decrease income tax rate by 50%. The Company can use the stated tax incentives latest until 2023 for income tax for 2022. Made investments subject to supervision of the competent institutions from the period of using the supporting measures. If the conditions of states supporting measures are not accomplished, the Company will have to retroactively pay income tax including default interest.

Based on the assessment of the profitability of tax relief by the Management Board, the Company initially recognized the total amount of tax relief granted as deferred tax assets and tax revenue. The utilization of deferred tax assets on the basis of tax relief was recorded in 2017 at the current tax expense of the Company's profit of HRK 6,620 thousand, in 2019 at the current tax expense of HRK 4,567 thousand and in 2020 at the current tax expense of HRK 1,414 thousand which would be payable if there was no such relief (note 28).

**NOTE 13 – EARNINGS PER SHARE**

Earnings per share are determined, by dividing the Group's net profit by the weighted average number of ordinary shares in issue during the year, excluding the average number of ordinary shares redeemed and held by the Company as treasury shares.

	<u>2020</u>	<u>2019</u>
Net profit attributable to the shareholders <i>(in thousands of HRK)</i>	76,874	72,780
Weighted average number of shares (excluding treasury shares)	27,254	27,254
<b>Basic/diluted earnings per share <i>(in HRK and lipa)</i></b>	<b>2,820.65</b>	<b>2,670.43</b>

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MEDIKA d.d., Zagreb, and its subsidiaries

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 14 - PROPERTY AND EQUIPMENT

<i>(All amounts are expressed in thousands of HRK)</i>	<b>Land</b>	<b>Buildings</b>	<b>Equipment</b>	<b>Assets under construction and prepayments</b>	<b>Total</b>
<b>Balance at 31 December 2018</b>					
Cost	25,227	195,876	117,057	7,751	345,911
Accumulated depreciation	-	(72,620)	(84,851)	-	(157,471)
<b>Net carrying amount</b>	<b>25,227</b>	<b>123,256</b>	<b>32,206</b>	<b>7,751</b>	<b>188,440</b>
<b>For the year ended 31 December 2019</b>					
Opening carrying amount, net	25,227	123,256	32,206	7,751	188,440
Adjustment for change in accounting policy	-	-	(8,407)	-	(8,407)
<b>Restated opening net book amount</b>	<b>25,227</b>	<b>123,256</b>	<b>23,799</b>	<b>7,751</b>	<b>180,033</b>
Additions	-	-	899	12,877	13,776
Transfers from right-of-use assets (note 15)	-	-	301	-	301
Transfers to assets held for sale (note 22)	(6,994)	(8,380)	(3)	-	(15,377)
Acquisition of subsidiary (note 30)	-	-	2	-	2
Transfer from assets under construction	5,173	5,912	7,148	(18,233)	-
Disposals	-	(822)	(182)	(13)	(1,017)
Depreciation	-	(4,949)	(5,350)	-	(10,299)
Closing carrying amount, net	23,406	115,017	26,614	2,382	167,419
<b>Balance at 31 December 2019</b>					
Cost	23,406	189,081	110,801	2,382	325,670
Accumulated depreciation	-	(74,064)	(84,187)	-	(158,251)
<b>Net carrying amount</b>	<b>23,406</b>	<b>115,017</b>	<b>26,614</b>	<b>2,382</b>	<b>167,419</b>
<b>For the year ended 31 December 2020</b>					
Opening carrying amount, net	23,406	115,017	26,614	2,382	167,419
Additions	-	1,880	1,115	7,064	10,059
Transfers from assets held for sale (note 22)	6,994	8,380	3	-	15,377
Acquisition of subsidiary (note 30)	-	-	42	-	42
Transfer from assets under construction	-	805	4,875	(5,680)	-
Disposals	-	(462)	(212)	-	(674)
Depreciation	-	(5,059)	(5,450)	-	(10,509)
Closing carrying amount, net	30,400	120,561	26,987	3,766	181,714
<b>Balance at 31 December 2020</b>					
Cost	30,400	202,776	108,054	3,766	344,996
Accumulated depreciation	-	(82,215)	(81,067)	-	(163,282)
<b>Net carrying amount</b>	<b>30,400</b>	<b>120,561</b>	<b>26,987</b>	<b>3,766</b>	<b>181,714</b>

Loan liabilities (note 27) have been secured by pledges over property and equipment with a carrying amount of HRK 123,196 thousand as at 31 December 2020 (2019: HRK 126,935 thousand).

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 15 – LEASES**

The Company leases vehicles and business premises under lease agreements.

/i/ The leases presented in the statement of financial position at 31 December are as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Right-of-use assets:</b>		
Vehicles	11,291	10,079
Buildings	42,197	37,724
	<u>53,488</u>	<u>47,803</u>
<b>Lease liabilities:</b>		
Current	13,595	13,024
Non-current	42,507	36,849
	<u>56,102</u>	<u>49,873</u>

/ii/ Non-current lease liabilities:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
1-2 years	21,240	10,496
2-5 years	18,193	22,760
Over 5 years	3,074	3,593
<b>Contractual lease liabilities</b>	<u>42,507</u>	<u>36,849</u>

/iii/ The statement of profit or loss shows the following amounts relating to leases:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Depreciation	13,426	12,229
Interest expense (note 11)	1,259	1,003
Rent expense for short-term leases (note 9)	1,151	2,597
	<u>15,836</u>	<u>15,829</u>

Average interest rate amounts to 2.62%.

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

**NOTE 15 – LEASES (continued)**

/iv/ Movement of right-of-use assets is as following:

<i>(in thousands of HRK)</i>	<b>Vehicles</b>	<b>Buildings</b>	<b>Total</b>
<b>For the year ended</b>			
<b>December 31 2019</b>			
Opening net book value	10,974	37,730	48,704
Additions	3,807	8,622	12,429
Transfers to property, plant and equipment (note 14)	(301)	-	(301)
Disposals and write offs	(112)	(688)	(800)
Depreciation	(4,289)	(7,940)	(12,229)
Closing net book value	10,079	37,724	47,803
<b>At 31 December 2019</b>			
Cost	15,012	45,664	60,676
Accumulated depreciation	(4,933)	(7,940)	(12,873)
<b>Net book value</b>	<b>10,079</b>	<b>37,724</b>	<b>47,803</b>
<b>For the year ended</b>			
<b>December 31 2020</b>			
Additions	5,587	13,798	19,385
Write-offs	-	(274)	(274)
Depreciation	(4,375)	(9,051)	(13,426)
Closing net book value	11,291	42,197	53,488
<b>At 31 December 2020</b>			
Cost	19,272	57,035	76,307
Accumulated depreciation	(7,981)	(14,838)	(22,819)
<b>Net book value</b>	<b>11,291</b>	<b>42,197</b>	<b>53,488</b>

On adoption of IFRS 16, the Group recognized lease liabilities in relation to leases which had previously been classified as operating leases under principles of IAS 17 Leases. These liabilities were measured at the present value of the remaining lease payments discounted using the lessee's incremental borrowing rate as of 1 January 2019 for those leases for which a specific rate was not included in the contract. The weighted average lessee's incremental borrowing rate applied to lease liabilities on 1 January 2019 was 2.76%.

For leases previously classified under finance lease the entity recognized the carrying amount of the lease asset and lease liability in immediately before transition as the carrying amount of the right of use asset and the lease liability at the date of initial application.

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 15 – LEASES (continued)**

/v/ Recognition of lease liability:

	<b>2020</b>
	<i>(in thousands of HRK)</i>
<b>Lease liabilities recognized on 1 January</b>	<b>49,873</b>
Additions	20,666
Lease payments	(14,740)
Interest expense (note 11)	1,259
Interest paid	(1,259)
Foreign exchange losses – net (note 11)	590
Disposals and retirements	(285)
<b>Lease liabilities recognized on 31 December</b>	<b>56,102</b>

/vi/ The carrying amounts of the Group's lease liabilities are denominated in the following currencies:

	<b>2020</b>	<b>2019</b>
	<i>(in thousands of HRK)</i>	
HRK	8,769	9,574
EUR	47,333	40,299
<b>Lease liability:</b>	<b>56,102</b>	<b>49,873</b>



**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

**NOTE 16 – INTANGIBLE ASSETS**

<i>(All amounts are expressed in thousands of HRK)</i>	<b>Goodwill</b>	<b>Licences, software and other rights</b>	<b>Assets under construction</b>	<b>Total</b>
<b>Balance at 31 December 2018</b>				
Cost	78,270	181,102	542	259,914
Accumulated amortisation and impairment	(10,058)	(56,946)	-	(67,004)
<b>Net carrying amount</b>	<b>68,212</b>	<b>124,156</b>	<b>542</b>	<b>192,910</b>
<b>For the year ended 31 December 2019</b>				
Opening carrying amount, net	68,212	124,156	542	192,910
Additions	-	2,502	1,937	4,439
Transfers	-	2,169	(2,169)	-
Transfers to assets held for sale (note 22)	-	(848)	-	(848)
Acquisition of subsidiary (note 30)	2,758	3,467	-	6,225
Disposals	-	(5)	-	(5)
Amortisation	-	(2,482)	-	(2,482)
Closing carrying amount, net	70,970	128,959	310	200,239
<b>Balance at 31 December 2019</b>				
Cost	81,029	170,530	310	251,869
Accumulated amortisation and impairment	(10,059)	(41,571)	-	(51,630)
<b>Net carrying amount</b>	<b>70,970</b>	<b>128,959</b>	<b>310</b>	<b>200,239</b>
<b>For the year ended 31 December 2020</b>				
Opening carrying amount, net	70,970	128,959	310	200,239
Additions	-	4,082	3,274	7,356
Transfers	-	2,593	(2,593)	-
Transfers from assets held for sale (note 22)	-	848	-	848
Acquisition of subsidiary (note 30)	7,090	6,497	14	13,601
Disposals	-	(7)	-	(7)
Amortisation	-	(2,860)	-	(2,860)
Closing carrying amount, net	78,060	140,112	1,005	219,177
<b>Balance at 31 December 2020</b>				
Cost	88,119	184,615	1,005	273,739
Accumulated amortisation and impairment	(10,058)	(44,504)	-	(54,562)
<b>Net carrying amount</b>	<b>78,061</b>	<b>140,111</b>	<b>1,005</b>	<b>219,177</b>

***Licences***

At the reporting date, pharmacy licences with an indefinite useful life amount in total to HRK 129,668 thousand (2019: HRK 119,285 thousand). Pharmacy activities cannot be undertaken without pharmacy licences.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 16 – INTANGIBLE ASSETS (continued)

*Impairment test of goodwill and licences with indefinite useful life*

The Group calculated recoverable amount using value-in-use method. Value-in-use cash flow projections were based on a 5-year business plan approved by Management and Director. Discount rate of 5.85% (2019: 7.01%) and terminal growth rate of 2.5% (2019: 2.5%) were used for discounting the projected cash flow. In 2020, the recoverable amount exceeds the carrying amount, so no impairment loss on goodwill was recognised based on a goodwill impairment test.

NOTE 17 – INVESTMENTS IN ASSOCIATES

The Group holds a 49% share in the associate Zdravstvena ustanova Ljekarne Jagatić, which was acquired in 2008.

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Balance at 1 January	22,043	21,838
Share of profit paid	(147)	(1,744)
Transfer of profit made	2,299	1,949
<b>Balance at 31 December</b>	<b><u>24,195</u></b>	<b><u>22,043</u></b>

Information on associates for the year ended 31 December can be summarised as follows:

<i>(All amounts are expressed in thousands of HRK)</i>	<u>Assets</u>	<u>Liabilities</u>	<u>Income</u>	<u>Net gain</u>
<b>Balance at 31 December 2020</b>				
ZU Ljekarne Jagatić	<u>43,617</u>	<u>28,758</u>	<u>91,137</u>	<u>4,691</u>
<b>Total</b>	<b><u>43,617</u></b>	<b><u>28,758</u></b>	<b><u>91,137</u></b>	<b><u>4,691</u></b>
<i>(All amounts are expressed in thousands of HRK)</i>	<u>Assets</u>	<u>Liabilities</u>	<u>Income</u>	<u>Net gain</u>
<b>Balance at 31 December 2019</b>				
ZU Ljekarne Jagatić	<u>35,516</u>	<u>25,048</u>	<u>67,572</u>	<u>3,978</u>
<b>Total</b>	<b><u>35,516</u></b>	<b><u>25,048</u></b>	<b><u>67,572</u></b>	<b><u>3,978</u></b>

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 18 – FINANCIAL INSTRUMENTS BY CATEGORY

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Financial assets – category: Loans and receivables</b>		
Loans and receivables (note 19/v/)	1,651,969	1,440,665
Cash and cash equivalents (note 21)	78,468	53,421
	<u>1,730,437</u>	<u>1,494,086</u>

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Financial liabilities - category: Other liabilities</b>		
Trade payables (note 26/i/)	1,628,976	1,418,162
Other liabilities (note 26/ii/)	37,729	29,282
Total borrowings (note 27)	293,426	315,717
Lease liabilities (note 15)	56,102	49,873
	<u>2,016,233</u>	<u>1,813,034</u>

The quality of financial receivables not yet due and not impaired can be assessed based on the historical data about the customers.

The quality of receivables not yet due and not impaired is considered from the aspect of the different credit risk exposures of the debtors (note 19 /ii/):

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Pharmacies	196,811	132,853
Hospitals	262,118	243,097
HZZO	49,559	41,240
Other	48,829	48,929
<b>Balance at 31 December</b>	<u>557,317</u>	<u>466,119</u>

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

**NOTE 19 – TRADE AND OTHER RECEIVABLES**

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Long-term receivables:</b>		
Given loans /i/	11,170	16,891
Trade receivables /ii/	459	1,182
Long-term deposits	193	324
	<u>11,822</u>	<u>18,397</u>
<b>Current receivables:</b>		
Trade receivables /ii/	1,633,323	1,414,227
Other current receivables /iii/	8,886	6,855
Given loans /iv/	104	188
Given loans – current portion of non-current receivables /i/	6,913	8,177
	<u>1,649,226</u>	<u>1,429,447</u>
	<b><u>1,661,048</u></b>	<b><u>1,447,844</u></b>

/i/ Given loans, as reported in the statement of financial position as at 31 December, are as follows:

	<u>Effective interest rate</u>	<u>2020</u>	<u>2019</u>
		<i>(in thousands of HRK)</i>	
Loans given to pharmacies	2.0%-5.0%	17,681	24,351
Other given loans	2.0%-5.0%	402	717
Total non-current receivables, including current portion		18,083	25,068
Current portion of non-current receivables		(6,913)	(8,177)
		<u>11,170</u>	<u>16,891</u>

Fair value of long term receivables is similar to their carrying value.

The maturity of long-term loans is as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
From 1 to 2 years	6,505	6,753
From 2 to 5 years	4,640	9,966
Over 5 years	25	172
	<u>11,170</u>	<u>16,891</u>

**MEDIKA d.d., Zagreb, and its subsidiaries****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020****NOTE 19 – TRADE AND OTHER RECEIVABLES (continued)**

/ii/ Trade receivables, as reported in the statement of financial position at 31 December, are as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Domestic trade receivables	1,618,763	1,401,016
Trade receivables – related parties (note 32)	23,735	22,139
Foreign trade receivables	<u>1,836</u>	<u>3,171</u>
	1,644,334	1,426,326
Expected credit losses	(10,552)	(10,917)
	<u><b>1,633,782</b></u>	<u><b>1,415,409</b></u>

Ageing structure of receivables:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Not yet due	557,317	466,119
0–180 days past due	823,463	694,277
181–360 days past due	256,856	199,331
Over 360 days past due	<u>6,698</u>	<u>66,599</u>
	<u><b>1,644,334</b></u>	<u><b>1,426,326</b></u>

Movements in impairment allowance for trade receivables:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Balance at 1 January	10,917	14,415
Increase/ (decrease) (note 9)	(331)	265
Write-off	<u>(34)</u>	<u>(3,763)</u>
<b>Balance at 31 December</b>	<u><b>10,552</b></u>	<u><b>10,917</b></u>

The carrying amounts of the Company's trade and other receivables are denominated in the following currencies:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
HRK	1,659,581	1,445,237
EUR	1,465	2,589
GBP	<u>2</u>	<u>18</u>
	<u><b>1,661,048</b></u>	<u><b>1,447,844</b></u>

**MEDIKA d.d., Zagreb, and its subsidiaries****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020****NOTE 19 – TRADE AND OTHER RECEIVABLES (continued)**

/iii/ Other receivables, as reported in the balance sheet as at 31 December, are as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
VAT receivables not yet recognized	5,193	4,236
Prepaid expenses	881	889
Other	2,812	1,730
	<u>8,886</u>	<u>6,855</u>

/iv/ Given loans, as reported in the balance sheet as at 31 December, are as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Given loans	1,396	1,480
	1,396	1,480
Impairment allowance	(1,292)	(1,292)
	<u>104</u>	<u>188</u>

Movements in reserves for impairment of given loans:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Balance at 1 January	1,292	1,308
(Decrease) / increase (note 9)	-	(6)
Write-off	-	(10)
<b>Balance at 31 December</b>	<u>1,292</u>	<u>1,292</u>

/v/ Financial assets by category include the following:

	<u>2020</u>	<u>2020</u>
	<i>(in thousands of HRK)</i>	
Trade receivables	1,633,782	1,415,409
Given cash loans	14,605	18,166
Given commodity loans	3,582	7,090
	<u>1,651,969</u>	<u>1,440,665</u>

The commodity loans given relate to trade receivables past due that have been reprogrammed and the payment has been agreed in future periods. The loans are not intended to generate financial benefit, but rather to collect current receivables from customers.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 20 - INVENTORIES

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Trade goods	356,055	361,999
Trade goods – related parties (note 32)	15,058	15,381
Prepayments made	2,675	6,549
Materials	542	534
Impairment allowance on inventories	(767)	(921)
	<u>373,563</u>	<u>383,542</u>

In 2020 the Group recognised an allowance in the amount of HRK 6,352 thousand (2019: HRK 5,181 thousand) as an expense, which relates to damaged, expired inventories and inventories withdrawn from the market which is included in the cost of goods sold.

Inventories in the amount of HRK 130,000 thousand (2019: HRK 130,000 thousand) have been pledged as collateral for the borrowings (note 27).

NOTE 21 - CASH AND CASH EQUIVALENTS

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
Domestic currency (HRK) account balance	77,918	53,129
Foreign currency account balance	510	262
Cash in hand	37	27
Cash deposits	3	3
	<u>78,468</u>	<u>53,421</u>

Cash on HRK and foreign-currency denominated accounts is held with commercial banks in Croatia.

NOTE 22 – ASSETS HELD FOR SALE

In 2019, the Company entered into a contract with the buyer for the transfer of a business interest in the subsidiary Primus nekretnine d.o.o. The subsidiary only have one property with carrying value of HRK 16,225 thousand.

In 2020, the contract was terminated and the property was returned to the Group's fixed assets.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 23 - SHARE CAPITAL

At 31 December 2020, the share capital of the Company amounts to HRK 209,244,420 thousand (31 December 2019: HRK 209,244,420) and is divided into 30,194 shares (2019: 30,194 shares). The nominal value per share amounts to HRK 6,930 (31 December 2019: HRK 6,930). All issued shares are fully paid in.

	Number of shares <i>(in pieces)</i>	Share capital	Treasury shares <i>(in thousands of HRK)</i>	Capital gains/ (losses)	Total
Balance at 1 January 2019	30,194	209,244	(37,187)	(7,658)	164,399
<b>Balance at 31 December 2019</b>	<b>30,194</b>	<b>209,244</b>	<b>(37,187)</b>	<b>(7,658)</b>	<b>164,399</b>
Balance at 1 January 2020	30,194	209,244	(37,187)	(7,658)	164,399
<b>Balance at 31 December 2020</b>	<b>30,194</b>	<b>209,244</b>	<b>(37,187)</b>	<b>(7,658)</b>	<b>164,399</b>

In the period from 2013 to 2017, the share capital was increased from the reinvested profit in the amount of HRK 148,856 thousand. The distribution of this amount in future periods may result in a tax liability.

The ownership structure of the Company as at 31 December is as follows:

	2020		2019	
	Number of shares	%	Number of shares	%
Auctor d.o.o.	12,806	42.41%	12,806	42.41%
Pliva Hrvatska d.o.o.	7,646	25.32%	7,646	25.32%
Krka d.d. Novo Mesto	3,614	11.97%	3,614	11.97%
Other legal persons	1,074	3.56%	1,058	3.50%
Treasury shares	2,940	9.74%	2,940	9.74%
Natural persons	2,106	6.97%	2,130	7.06%
Auctor Holding a.s	8	0.03%	-	-
<b>Total</b>	<b>30,194</b>	<b>100%</b>	<b>30,194</b>	<b>100%</b>

As at 31 December 2020, Auctor d.o.o. holds 12,806 shares (out of which 4,172 shares were acquired by members of the Management Board, one employee of the Company, the Director of ZU Ljekarni Prima Pharma and a member of the Supervisory Board of the Company and transferred by fiduciary to Auctor d.o.o.), accounting for 46.99% (2019: 46.99%) of voting shares when considering non-voting treasury shares. In the course of the financial restructuring of Auctor d.o.o., in 2019 there was a transfer of ownership of Auctor d.o.o. to Auctor Holding a.s. this led to an indirect change in the ownership of the Company's shares.

During 2020, Auctor Holding a.s. acquired 8 shares through a takeover bid, which represents 0.03% of the share capital. Auctor Holding a.s. owns 100.00% stake in Auctor d.o.o. The total share of related parties is 12,814 shares, which represents 42.44% of the share capital, which is 47.02% of the voting shares when considering non-voting treasury shares.

**MEDIKA d.d., Zagreb, and its subsidiaries****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 24 - RESERVES**

<i>(in thousands of HRK)</i>	<b>Legal reserves</b>	<b>Reserves for treasury shares</b>	<b>Total</b>
<b>Balance at 31 December 2018</b>	<b>18,548</b>	<b>48,812</b>	<b>67,360</b>
Changes during the year	-	-	-
<b>Balance at 31 December 2019</b>	<b>18,548</b>	<b>48,812</b>	<b>67,360</b>
Changes during the year	-	-	-
<b>Balance at 31 December 2020</b>	<b>18,548</b>	<b>48,812</b>	<b>67,360</b>

**NOTE 25 – RETAINED EARNINGS**

Included in the retained earnings are other reserves in the total amount of HRK 31,714 thousand (2019: HRK 31,714 thousand). The other reserves in the amount of HRK 31,714 thousand comprise reserves arisen as a result of hyperinflation during the 1990s, which resulted in a high increase of prices.

In 2020, the General Assembly adopted in its meeting held on 27 August 2020 a decision to distribute dividends from the retained earnings in the amount of HRK 35,975 thousand. The dividend per share amounted to HRK 1,320.00. In 2019, the General Assembly adopted in its meeting held on 21 May 2019 a decision to distribute dividends from the retained earnings in the amount of HRK 19,078 thousand. The dividend per share amounted to HRK 700.00.

**NOTE 26 – TRADE AND OTHER PAYABLES**

	<b>2020</b>	<b>2019</b>
	<i>(in thousands of HRK)</i>	
Trade payables /i/	1,628,976	1,418,162
Other liabilities /ii/	37,729	29,282
	<b>1,666,705</b>	<b>1,447,444</b>

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 26 – TRADE AND OTHER PAYABLES (continued)**

/i/ Trade payables recognised as at 31 December are as follows:

	<b>2020</b>	<b>2019</b>
	<i>(in thousands of HRK)</i>	
Foreign trade payables	1,139,374	948,268
Domestic trade payables	425,567	419,087
Trade payables - related parties (note 32)	64,035	50,807
	<b>1,628,976</b>	<b>1,418,162</b>

The carrying amounts of the Company's trade payables are denominated in the following currencies:

	<b>2020</b>	<b>2019</b>
	<i>(in thousands of HRK)</i>	
HRK	931,783	839,587
EUR	697,032	575,761
Other currencies	161	2,814
	<b>1,628,976</b>	<b>1,418,162</b>

/ii/ Other payables recognised as at 31 December are as follows:

	<b>2020</b>	<b>2019</b>
	<i>(in thousands of HRK)</i>	
VAT payable	12,578	11,218
Salaries payable	11,108	9,593
Liabilities for acquisition of shares in subsidiaries	6,118	-
Unused annual leave	3,031	3,183
Other taxes and contributions payable	288	261
Other	4,606	5,027
	<b>37,729</b>	<b>29,282</b>

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 27 – BORROWINGS

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Short-term:</b>		
Short-term loans /i/	293,426	315,717
<b>Total borrowings</b>	<u>293,426</u>	<u>315,717</u>

/i/ Short-term loans relate to financing from various banks for working capital purposes. They are denominated in Croatian kunas (HRK), with maturities ranging from two to eleven months. A portion of the loans are with a fixed interest rate.

The effective interest rates at the reporting date are as follows:

	<u>2020</u>	<u>2019</u>
	HRK	HRK
	%	%
<b>Short-term borrowings</b>		
Short-term loans	1.28%-1.40%	1.31%-1.40%

The carrying amounts of long-term and short-term borrowings correspond mainly with their fair values

The Company's exposure to changes in the interest rates on the borrowings and the contractual repricing dates at the reporting date is as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Variable-rate borrowings</b>		
Up to 3 months	246	60,643
3 to 12 months	143,092	120,000
Over 1 year	-	-
	<u>143,338</u>	<u>180,643</u>
<b>Fixed-rate borrowings</b>		
Fixed-rate loans	150,088	135,074
	<u>150,088</u>	<u>135,074</u>
<b>Total borrowings</b>	<u>293,426</u>	<u>315,717</u>

Given that borrowings in the amount of HRK 150,088 thousand bear interest at fixed rates (2019: HRK 135,074 thousand), there is no exposure to interest rate changes.

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 27 – BORROWINGS (continued)**

The carrying amounts of the Group's borrowings were translated from the following currencies:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
HRK	293,426	315,717
	<u>293,426</u>	<u>315,717</u>

Loans received are secured by registered lien over the Group's property and equipment (note 14), inventories (note 20) as well as bills of exchange and promissory notes.

Movement in borrowings are as follows:

	<u>2020</u>	<u>2019</u>
	<i>(in thousands of HRK)</i>	
<b>Borrowings recognized at 1 January</b>	<u>315,717</u>	<u>267,255</u>
Additions	885,000	604,700
Payments	(907,008)	(556,000)
Acquisition of subsidiary (note 30)	100	-
Interest expenses (note 11)	5,668	5,678
Interest paid	(6,051)	(5,916)
<b>Borrowings recognized at 31 December</b>	<u>293,426</u>	<u>315,717</u>

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 28 – DEFERRED TAX

Pursuant to the income tax legislation, deferred tax assets and deferred tax liabilities are measured at the actual tax rate of 18%, which is effective as from 1 January 2017.

Deferred tax assets

<i>(in thousands of HRK)</i>	Inventor- ies	Receivab- -les	Provisi- ons for employ-ee benefits	Intangible assets	Tax incentives	Tax losses	Right-of- use assets and lease liability	Total
<b>Balance at 1 January 2019</b>	766	35	189	227	5,981	4,172	-	11,370
Tax charged to profit or loss	(470)	(12)	(41)	-	(4,567)	(4,172)	-	(9,262)
Tax credited to profit or loss	-	-	-	-	-	-	85	85
<b>Balance at 31 December 2019</b>	296	23	148	227	1,414	-	85	2,193
<b>Balance at 1 January 2020</b>	296	23	148	227	1,414	-	85	2,193
Tax charged to profit or loss	(135)	(18)	-	-	(1,414)	-	(37)	(1,606)
Tax credited to profit or loss	-	-	157	-	-	-	-	159
<b>Balance at 31 December 2020</b>	161	5	305	227	-	-	48	746

In 2017, the Company acknowledged the deferred tax asset based on the Ministry of Economy's certificate on the status of the support measures holder for investments, based on the fulfillment of the conditions of the Act on Investment Promotion and Investment Climate Improvement.

The total amount of subvention that the Company can use is HRK 12,601 thousand, of which the Company used HRK 1,414 thousand in 2020 (2019: HRK 4,567 thousand and 2017: HRK 6,620 thousand) (note 12).

**MEDIKA d.d., Zagreb, and its subsidiaries**

**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 28 – DEFERRED TAX (continued)**

**Deferred tax liabilities**

<i>(in thousands of HRK)</i>	<b>Acquisition of a subsidiary – licences</b>
<b>Balance at 1 January 2019</b>	<b>15,923</b>
Changes during the year	624
<b>Balance at 31 December 2019</b>	<b>16,547</b>
,	
<b>Balance at 1 January 2020</b>	<b>16,547</b>
Changes during the year (note 30)	1149
<b>Balance at 31 December 2020</b>	<b>17,696</b>

The deferred tax liability arose at the acquisition of the subsidiary as a result of the difference arising from the measurement of assets and liabilities of subsidiaries in consolidation at fair values, while the tax base of assets and liabilities remained at the level of expense.

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 29 – PROVISIONS

<i>(in thousands of HRK)</i>	<b>Employee benefits</b>	<b>Legal disputes</b>	<b>Other provisions</b>	<b>Total</b>
<b>Balance at 31 December 2019</b>	<b>1,063</b>	<b>1,475</b>	-	<b>2,538</b>
Long-term portion	572	-	-	572
Short-term portion	491	1,475	-	1,966
<b>Balance at 1 January 2020</b>	<b>1,063</b>	<b>1,475</b>	-	<b>2,538</b>
Increase	921	24	286	1,231
Utilized during year	(433)	(799)	(5)	(1,237)
<b>Balance at 31 December 2020</b>	<b>1,551</b>	<b>700</b>	<b>281</b>	<b>2,532</b>
Long-term portion	1,334	-	-	1,334
Short-term portion	278	700	281	1,198

*Employee benefits*

This provision comprises estimated long-term employee benefits relating to retirement benefits and jubilee awards, as defined by the Collective Agreement. The non-current portion of the provision relates to the rights estimated to become vested with respect to retirement benefits and jubilee awards that will be paid one year after the date of the statement of financial position. The current portion includes jubilee awards and retirement benefits which will be paid within 12 months after the date of the statement of financial position. Significant assumptions used in the calculation of liabilities are annual employee departure rate of 9.79% and the discount rate of 1.97% per year.

*Legal disputes*

During 2020, the Company made a payment in the amount of HRK 799 thousand per one court case.

*Other*

Other provisions refer to the provision of support received from the Croatian Employment Service for trainees and replacement quotas in the event of inability to meet all conditions by the end of the period of use of the support.



NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

NOTE 30 – ACQUISITION OF SUBSIDIARIES

Acquisition of Health Institutions

In 2020, the Group acquired 100% ownership over one Institution with two pharmacies and one pharmacy in the agreed amount of HRK 9,418 thousand (in 2019, 100% ownership over one pharmacy in the agreed amount of HRK 6,140 thousand).

From the date of acquisition to the reporting date of 31 December 2020, on the basis of the newly acquired subsidiaries, the Group generated revenues in the amount of HRK 7,453 thousand and loss in the amount of HRK 224 thousand. The subsidiary Institution was acquired as of 1 April 2020, and the subsidiary pharmacy as of 1 December 2020.

These amounts have been calculated using the Group's accounting policies. The net book value of assets acquired and goodwill determined are as follows:

	<u>2020</u>
	<i>(in thousands of HRK)</i>
<b>Acquisition cost</b>	<b>9,418</b>
- Consideration paid	3,300
- Liabilities for the purchase	6,118
Fair value of assets acquired	<u>(2,328)</u>
<b>Goodwill (note 16)</b>	<b>7,090</b>

The fair value of the acquired assets is as follows:

	<u>2020</u>
	<i>(in thousands of HRK)</i>
Intangible assets (note 16)	6,511
Property and equipment (note 14)	42
Inventories	1,261
Receivables	6,766
Cash and cash equivalents	772
Deferred tax liabilities (note 28)	(1,149)
Payables to suppliers	(11,638)
Borrowings	(100)
Income tax liability	<u>(137)</u>
<b>Net assets acquired</b>	<b>2,328</b>
Purchase consideration paid in cash	3,300
Cash and cash equivalents acquired	(772)
<b>Net cash outflow</b>	<b>2,528</b>

NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)

FOR THE YEAR ENDED 31 DECEMBER 2020

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NOTE 30 – ACQUISITION OF SUBSIDIARIES (continued)

Acquisition of Health Institutions (continued)

In 2020, the Group has allocated the purchase price on identified assets, which include including intangible assets not identified in the statement of financial position, in accordance with IAS 38 “Intangible Assets”.

The Management of the Group identified and fair valued a pharmacy licence as the only form of intangible assets which arises on the acquisition of medical institutions/pharmacies. The assets were fair valued at the acquisition date at the net present value of cash flows from the use of identified tangible and intangible assets of the Group and those directly attributable to them.

NOTE 31 - SUBSEQUENT EVENTS AFTER REPORTING DATE

There are no subsequent events after reporting date that require reconciliation of the financial statements or additional disclosures within the financial statements

NOTE 32 – RELATED-PARTY TRANSACTIONS

The Group enters into transactions with related parties.

The related parties include:

	<u>2020</u>	<u>2019</u>
1. Associate of Zdravstvena ustanova Ljekarne Prima Pharme, Zagreb: Zdravstvena ustanova Ljekarne Jagatić, Zagreb	49%	49%
2. The Company with the majority of voting rights, i.e. the parent company Auctor d.o.o., holds an ownership interest of 42.41%, i.e. 46.99% voting shares. In the course of the financial restructuring of Auctor d.o.o., in 2019, there was a transfer of ownership of Auctor d.o.o. to Auctor Holding a.s. this led to an indirect change in the ownership of the Company's shares. Auctor Holding a.s. owns a 100.00% stake in Auctor d.o.o., while the owners of Auctor Holding a.s. are Auctor Prime d.o.o. with 55% and JTPEG Croatia Investments a.s. with 45.00%.		
3. Pliva Hrvatska d.o.o., Zagreb, has an ownership interest of 25.32% and 28.05% of the voting rights in the Company.		

**MEDIKA d.d., Zagreb, and its subsidiaries****NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)****FOR THE YEAR ENDED 31 DECEMBER 2020****NOTE 32 – RELATED-PARTY TRANSACTIONS (continued)**

Balances resulting from transactions with the related parties and included in the statement of financial position at 31 December 2020 and 31 December 2019 as well as the items resulting from these transactions are as follows:

<i>(in thousands of HRK)</i>	<u>Note</u>	<u>2020</u>	<u>2019</u>
<b>Trade and other receivables</b>			
<i>Trade receivables</i>			
Associate of ZU Ljekarne Prima Pharne		23,693	21,893
Auctor Holding a.s.		15	-
Pliva Hrvatska d.o.o.		27	246
	19	<u>23,735</u>	<u>22,139</u>
<b>Inventories</b>			
Pliva Hrvatska d.o.o.		15,058	15,381
		<u>15,058</u>	<u>15,381</u>
<b>Payables to suppliers</b>			
Pliva Hrvatska d.o.o.		64,035	50,807
	26	<u>64,035</u>	<u>50,807</u>
<b>Revenue from sale of goods</b>			
Associate of ZU Ljekarne Prima Pharne		59,288	43,091
Pliva Hrvatska d.o.o.		4	667
	5, 6	<u>59,292</u>	<u>43,758</u>
<b>Revenue from sale of services</b>			
Auctor Holding a.s.		60	-
Pliva Hrvatska d.o.o.		562	335
	5, 6	<u>622</u>	<u>335</u>
<b>Purchase of trade goods</b>			
Pliva Hrvatska d.o.o.		151,850	161,707
		<u>151,850</u>	<u>161,707</u>
<b>Key management compensation – salaries and bonuses for Management Board and Director (2019: salaries and bonuses for Management Board and Director)</b>			
		7,228	7,742
<b>Supervisory Board, Audit Committee and Governing Council compensation</b>			
		625	550

Members of the Management Board of the Company, an employee of the Company and Director of ZU Ljekarne Prima Pharne purchased 3,200 shares in Medika d.d. and a member of the Supervisory Board of the Company purchased 972 shares in Medika d.d. from the related entity Auctor d.o.o. primarily via secured loans received from the same related entity. The voting rights of the shares remain with Auctor d.o.o. and may be repurchased by Auctor d.o.o. or transferred to third parties under specific conditions.

**MEDIKA d.d., Zagreb, and its subsidiaries**

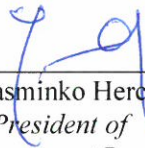
**NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS (continued)**

**FOR THE YEAR ENDED 31 DECEMBER 2020**

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**NOTE 33 - APPROVAL OF FINANCIAL STATEMENTS**

The consolidated financial statements set out on pages 39 to 92 were approved by the Management Board of the Company in Zagreb on 16 March 2021.



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Jasminko Herceg  
*President of  
Management Board*



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Matko Galeković  
*Member of  
Management Board*



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Jakov Jaki Radošević  
*Member of  
Management Board*

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† **Medika** d.d.  
Ž A G R E B, Capraška 1

## **DECISION**

on the adoption of the Financial Reports of Medika Group for the period January-December  
2020

On March 30, 2021, at the 10th meeting of the Supervisory Board of Medika d.d. for trade in medicines and sanitary materials, Zagreb, Capraška 1, Supervisory Board of Medika d.d. gave its consent to the Financial Reports of Medika Group for the period January – December 2020 as determined by the Management Board of Medika d.d.

Thus, the Business Reports of Medika Group for the period January - December 2020 adopted in accordance with art. 300 d. of the Companies Act.

In Zagreb, March 31, 2021

## ODLUKA

o usvajanju Financijskog izvješća o poslovanju Grupe Medika za 1-12. mj. 2020. god.

Dana 30. ožujka 2021. godine na 10. sjednici Nadzornog odbora Medike d.d. za trgovinu lijekovima i sanitetskim materijalom, Zagreb, Capraška 1, Nadzorni odbor Medike d.d. dao je suglasnost na Financijsko izvješće o poslovanju Grupe Medika za 1-12. mj. 2020. god. kako ga je utvrdila Uprava Medike d.d.

Time je Izvješće o poslovanju Grupe Medika za 1-12. mj. 2020. god. usvojeno u skladu s čl. 300 d. Zakona o trgovačkim društvima.

U Zagrebu, 31. 03. 2021.

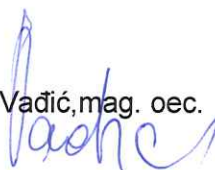
Predsjednik Uprave

Jasminko Herceg, mag. oec.



Predsjednica Nadzornog odbora

Ružica Vadić, mag. oec.



1 **Medika** d.d.  
ZAGREB, Capraška 1